FALL ANNOUNCEMENT NUMBER

THE Publishers' Weekly

The American Book Trade Journal

VOL. CVIII. NEW YORK, SEPTEMBER 26, 1925 No. 13

FALL ANNOUNCEMENTS 1925

LIBRARY OF CONGRESS
PERIODICAL DIVISION
OCT 9 1925

A COMPLETE INDEX
of the new books (September to December)
entered by author, title and series

The publishers' advertisements with descriptive notes are alphabetically arranged for easy reference

Bookfinding for Bookbuyers

The quarterly indexes of forthcoming books enable booksellers to quickly fill orders

When a customer asks for an unfamiliar title, it is most often a current publication which is just receiving advance notice. The customer knows the author and title, (oftentimes only the title), and rarely the name of the publisher or the price.

The quarterly indexes supplied by **The Publishers' Weekly** are the means of locating the publisher, quoting the price and securing the order. Every dealer in books should keep this series on the reference desk.

Look first in the current index, for the author's name, if known. The author entry is in bold face type and is more complete in details than the title entry.

If the author's name is not known or, perhaps, received incorrectly, try the title index. Titles are listed under the first or principal word.

If it is not a book of the current season the previous issues of the Announcement Indexes will locate it.

These indexes includes the books of all publishers from whom data can be had after a systematic canvass.

The Fall Index, repeats from the Mid-Year Index the important titles of July and August, and includes all publications for September, October, November and December.

Valuable descriptive matter on featured titles will be found in the publishers' advertising pages which has been arranged alphabetically by publisher for convenient reference use. These descriptive notes are valuable selling talk.

The Publishers' Weekly, Sept. 26, 1925. Vol. CVIII. No. 13. Entered as second-class matter June 1, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription, Zones 1-5, $5; Zones 6-8, $5.50; Foreign, $6. R. R. Bowker Co., 62 W. 45th St., New York.

ABINGDON

FOUR BOOKS ON WORLD PROBLEMS

THE POLITICAL AWAKENING OF THE EAST

Studies of Political Progress in Egypt, India, China, Japan and the Philippines

By George Matthew Dutcher

Professor Dutcher had the advantage of personal observation in the countries of which his lectures treat. Practically every important issue involved in any part of the East is discussed by this able writer.

Net, $2.00, postpaid.

EUROPE TURNS THE CORNER

By Stanley High

Introduction by Col. Edward M. House

This book is the product of personal contacts, observations and study of the European problem during three rather extended post-war tours in various European countries, including Russia.

Net, $2.00, postpaid.

THE RECENT FOREIGN POLICY OF THE UNITED STATES

Problems in American Cooperation with Other Powers

By George H. Blakeslee

This volume covers the entire period of Mr. Hughes' service as Secretary of State, and ably sets forth the principles and incidents of our foreign policy.

Net, $2.00, postpaid.

ECONOMIC LIBERALISM

By Jacob H. Hollander

An able presentation of certain essential factors in national and international economic principles and practices by one of the foremost political economists of America.

Net, $1.50, postpaid.

THE CRYSTAL POINTERS

By F. W. Boreham

A volume of essays that "point to things that no man can afford to miss."

Net, $1.75, postpaid.

LIFE'S WESTWARD WINDOWS

By George Preston Mains

The five essays contained in this volume are "chapters in a mental biography."

Net, $1.50, postpaid.

ANIMAL TALES OF THE ROCKIES

By Albert B. Cunningham

Thrilling tales of wild life in the Rocky Mountains.

Illustrated. Net, $1.00, postpaid.

A BOOK OF CLOUDS

By Bishop William A. Quayle

In this volume—the last message from this radiant and triumphant soul—Bishop Quayle talks about and interprets the clouds.

Illustrated. Net, $2.50, postpaid.

THE JUST WEIGHT AND OTHER CHAPEL ADDRESSES

By Bishop Francis J. McConnell

A collection of short, pithy and practical addresses delivered before college audiences.

Net, $1.00, postpaid.

THE EAST WINDOW AND OTHER SERMONS

By Halford E. Luccock

A book of sermons possessing fine qualities.

Net, $1.50, postpaid.

EVANGELICAL HUMANISM

By Lynn Harold Hough

The love of beauty and the love of evangelical religion glow together in the pages of this book.

Net, $1.50, postpaid.

AMERICAN WRITERS AND COMPILERS OF SACRED MUSIC

By Frank J. Metcalf

This book gives "the results of ten years of research into the history of the writers of sacred music."

Illustrated. Net, $3.00, postpaid.

AT THE BETTER BOOKSHOPS

THE ABINGDON PRESS

New York Cincinnati Chicago Boston Detroit
Pittsburgh Kansas City San Francisco Portland, Ore.

ADELPHI COMPANY
FALL LIST

GENIUS and DISASTER
Jeannette Marks

Short biographies of some great writers whose life and work were affected by drugs and drink. Poe, DeQuincey, Coleridge, Thompson, and others are discussed. (Publ. Aug. 31. $3.00.)

ARNOLD BENNETT
Mrs. Arnold Bennett

The writer's wife biographs the writer. Illustrated, including two water colors by Mr. Bennett. (Publ. Aug. 31. $2.00.)

GAMBRINUS: and other stories
Alexandre Kuprin

The author of "Sulamith" and "Yama" in five short stories. The great Russian realist at his best. (Publ. Aug. 31. $2.00.)

LONDON LIFE IN THE FOURTEENTH CENTURY
Charles Pendrill

A fine picture of old London. Fourteen illustrations including Agge's map of old London. (Publ. Sept. 15. $5.00.)

CLING OF THE CLAY
Milton Hayes

A mystery novel with a strong central character. It is bound to be a seller. It has drama, mystery, character and a love interest. The London Bookman said: "It is a book to be read, for it is the freshest, most absorbingly ingenious thing in the way of a novel that has come to our hands for a long time." (Publ. Sept. 27. $2.50.)

A VIRGIN HEART
Remy de Gourmont
Translated by Aldous Huxley

DeGourmont's best novel in a brilliant translation by Aldous Huxley. It is the story of a highly reasoning man's reactions to some unreasoning women. (Publ. Aug. 31. $2.50.)

REJUVENATION BY GRAFTING
Dr. Serge Voronoff

Dr. Voronoff's own story of the background and operation of his monkey-glands theory in popular language. Thirty-eight illustrations. (Publ. Sept. 15. $6.00.)

THE KANTER GIRLS
M. L. B. Branch

A new edition of the famous girls' book of the 90's. Reissued in the original form, with addition of a preface for girls by Anna Hempstead Branch. Illustrated. (Publ. Oct. 19. $2.00.)

JUVENILES

BIBLE STORIES Retold for Children
Eleanor Crosby Kemp

Old stories in a new form retold for children by the well known educator. Illustrated with the famous Tissot pictures, some in full color. (Publ. Oct. 19. $2.50.)

TWO PLAYS FOR CHRISTMAS
Anna Hempstead Branch

Two Christmas plays for the family school, or college group. An appropriate gift book for children. Frontispiece in color by C. Ragsdale. (Publ. Nov. 2. $1.50.)

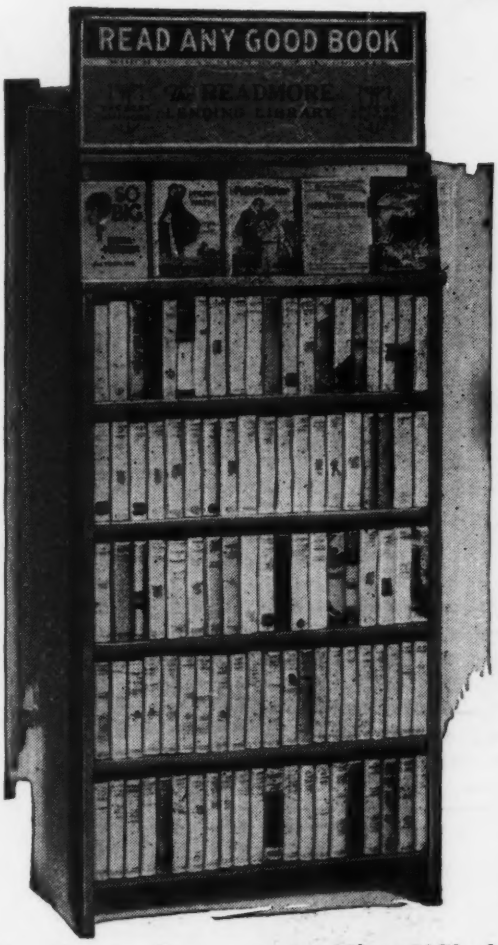
ADELPHI COMPANY PUBLISHERS — **10 East 43rd St.** New York

The Readmore Lending Library

(*Trade Mark*)

Supplied by The American News Company, Inc., and Branches

Read a Few Actual Experiences of Dealers Who Have Installed This Big Money Maker



Readmore Lending Library Brings in Over $50 the First Month

For E. R. ALLABAND,
2035 Rhode Island Avenue, Washington, D. C.

I think that a good number of the newsdealers will be interested in knowing just how the *Readmore Lending Library* has taken with my customers.

I put the rack on the floor of my store on late Saturday afternoon, March 28th, with its complete equipment which included 100 books, and *without any advertising of any kind,* I put out thirty-five books by closing time Sunday evening.

Since that time I have had to purchase about thirty-five more books to keep my rack looking at least two-thirds full. April 11th, I had seventy books on rental.

There is one thing that certainly stands out in the *Readmore Lending Library* as compared with the old commission library, and that is that the borrowers do not keep the books out but a day or so, and thereby giving you a bigger and, of course, a more profitable turnover.

At the rate the books are going now, it will only be a short time when I will have to have at least 200 books to keep a good number of them in the rack, as an empty rack is not inviting to a customer. My News Company gave many kind suggestions pertaining to the installing and successful operation of the *Readmore Lending Library.*

At the time I am writing this, May 5th, my rentals up to date have amounted to $46.94, with 65 books out, making a total of at least $53.44 business since opening.

Charles A. Scott, Sheldon, Ia., Druggist, Says

The *Readmore Lending Library* is going fine. I think we have enough books for the present. We have regular customers who keep on taking books. We send out as many 75c. books as $2.00 ones. We charge 3c. a day straight, with a minimum charge of 15c We have had books out two to twenty days, some finally buying the book. Yours very truly,

CHARLES A. SCOTT.

Nine Steady Customers by Nine O'Clock

The Rippel Art Shop, at 356 Market Street, Sunbury, Pa., was one of the very first to install the complete *Readmore Lending Library* outfit, right after it appeared in the November, 1924, issue of THE AMERICAN NEWS TRADE JOURNAL. The following is his experience as he wrote it:

"We received the *Readmore Lending Library* together with the first shipment of books late on a Saturday afternoon," says Mr. Rippel, "and it wasn't until 6:30 that same afternoon that we were able to unpack them and place the rack at the front of our store. By nine o'clock that evening we had nine customers who took books home with them. We are certainly delighted with the prospects of this library and have no doubt that in a short time it is going to be one of the best sources of income for our store. I cannot see why anyone would hesitate in placing this money maker in his store."

THE READMORE LENDING LIBRARY

(*Trade Mark*)

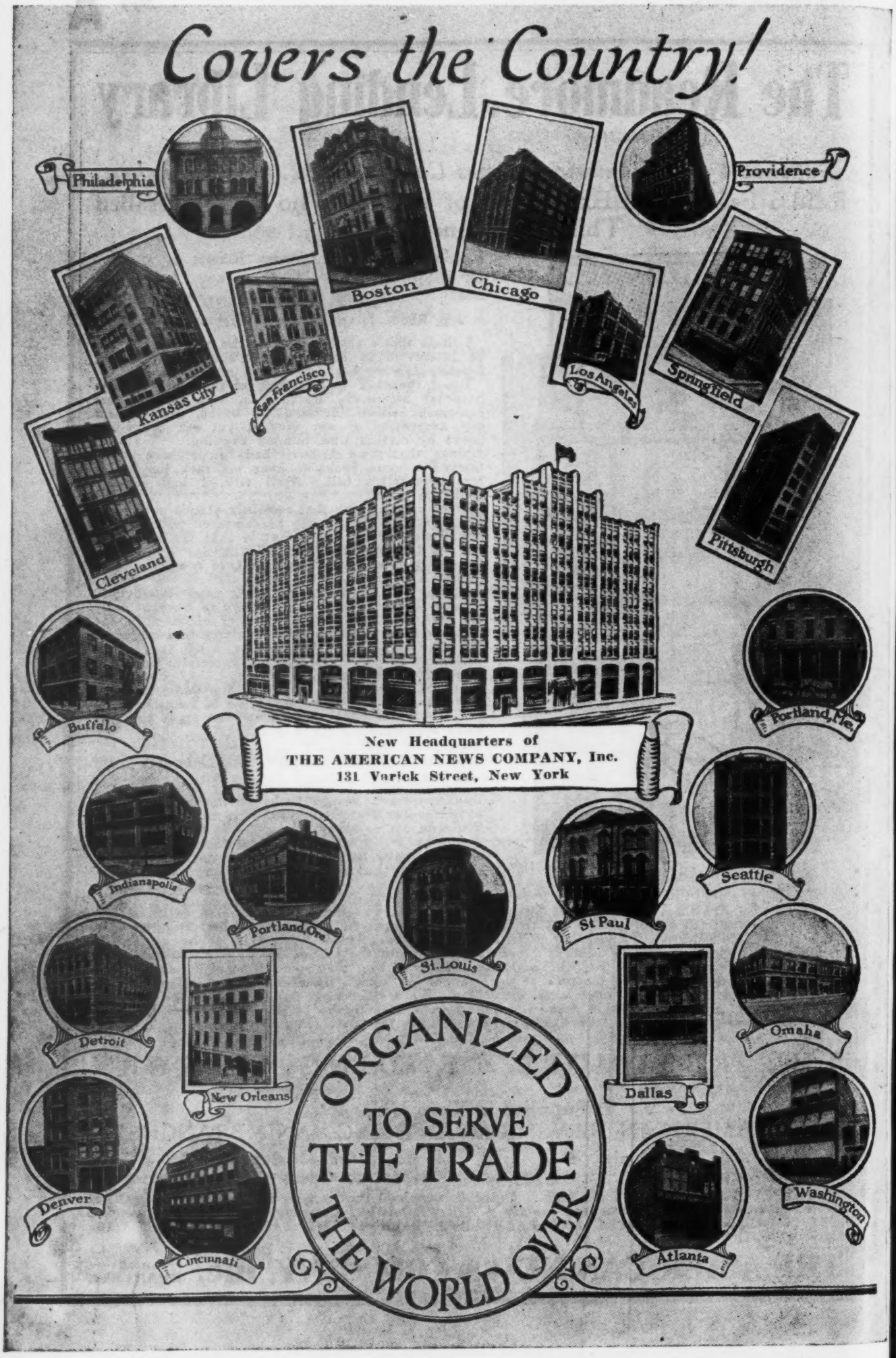
Is Supplied in Two Units by
THE AMERICAN NEWS COMPANY, INC., AND BRANCHES

50 Books and All Supplies Needed to Operate .....$53.75 net

100 Books and All Supplies Needed to Operate .....$100.00 net

SUPPLIES INCLUDE—1 Book Rack, 1 Index Cabinet and Cards, 50 or 100 Book Jackets, 1 Manual of Instruction for Operating the Library. Write your News Company for further information. GET THE LIBRARY STARTED AND TAKE ADVANTAGE OF THE EARLY FALL AND WINTER READING SEASON.

THE AMERICAN NEWS COMPANY, Inc. —and— BRANCHES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Kansas City
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Save time and expense by ordering from the nearest point of distribution to you.

APPLETON'S FALL LIST

Harold Bell Wright's

A SON OF HIS FATHER

Backed by a tremendous advertising campaign including 7042 newspapers throughout the country, "A Son of His Father" is taking its place as the favorite novel by the most popular author in the world. $2.00.

GEORGE GIBBS'

MAD MARRIAGE

A strong novel of an artist's life and loves today. Mr. Gibbs is himself a painter and his portrayal of the artistic world is the real thing. $2.00.

JAY WILLIAM HUDSON'S

THE ETERNAL CIRCLE

The author of "Abbé Pierre" has in this novel written a wonderfully interesting study of love. $2.00.

Joseph C. Lincoln's

QUEER JUDSON

Here is a gem of a Lincoln story, filled to the brim with the humor and human understanding that have made its genial author universally beloved. It is the story of a man that folks thought "queer," but who was in fact the nicest, kindest soul imaginable. $2.00.

Edith Wharton's

THE MOTHER'S RECOMPENSE

This firmly entrenched best-seller has a tremendous hold through its portrayal of New York society today and its story of a mother and daughter's love and of the man who came between them. $2.00.

IDA M. TARBELL'S

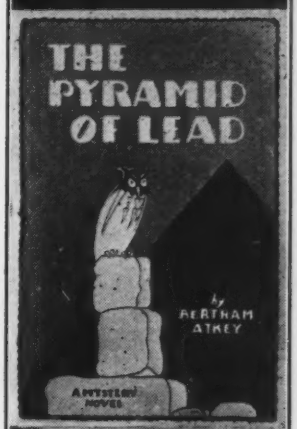
THE LIFE OF JUDGE GARY

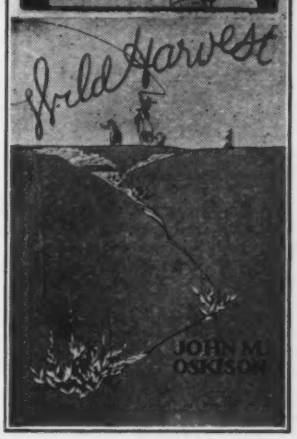
THE STORY OF STEEL

No biography of a contemporary could have a greater popular appeal than Ida M. Tarbell's life of Judge Gary, which is at the same time the inside Story of Steel. Here is a book that will sweep the country. Illustrated. $3.50.

New York D. APPLETON AND COMPANY London

APPLETON'S FALL LIST





Bess Streeter Aldrich's

THE RIM OF THE PRAIRIE

Watch Bess Streeter Aldrich! She follows "Mother Mason" with a novel of small-town Nebraska that is utterly delightful, "The Rim of the Prairie." $2.00.

Dixie Willson's

LITTLE TEXAS

The winning story of a charming girl brought up in the circus world. $1.75.

Stephen Crane's

THE RED BADGE OF COURAGE

A superb new edition of this marvelous story, with an important new biographical preface. $2.50.

Stendhal's

THE CHARTREUSE OF PARMA

A lot of people will welcome the opportunity of reading this great French romance in Lady Mary Loyd's perfect translation. $2.50.

J. C. Snaith's

THUS FAR

"A genuine 'thriller.' The strangest, most complicated web of mystery and murder."—New York Times. $2.00.

William Garrett's

DOCTOR RICARDO

Seldom appears so brilliant a detective yarn as this absorbing tale of the pursuit of Doctor Ricardo, master criminal. $2.00.

Gertrude Knevels'

OCTAGON HOUSE

Opening with a gay party followed by a robbery and murder, the mystery of "Octagon House" is amazingly baffling. $2.00.

Bertram Atkey's

THE PYRAMID OF LEAD

The most delightful detective you have ever met unravels a peculiarly weird mystery. $2.00.

Laurie York Erskine's

VALOR OF THE RANGE

A vigorous tale of how youth with its ideals vanquishes the worst of the old West. $2.00.

John M. Oskison's

WILD HARVEST

A novel of transition days in Oklahoma, full of the spirit of the pioneers and written from first hand knowledge. $2.00.

André Savignon's

SUNKEN GOLD

A tale of deep sea treasure trove. $1.75.

Horace Lytle's

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A splendid group of dog stories. $1.50.

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APPLETON'S GENERAL BOOKS

History

HISTORY OF FRANCE

BY JACQUES BAINVILLE. Translated by Christian Gauss. As glowing and thrilling as a book of fiction. Illustrated. $3.50.

Travel and Exploration

THE "TEDDY" EXPEDITION

BY KAI R. DAHL. Translated by Grace Isabel Colbron. Adventure in the Arctic; a shipwrecked expedition seeks refuge on an ice floe. Illustrated. $3.00.

RAHWEDIA

BY C. HAROLD SMITH. A true romance of the South Seas and the Maori girl, Rahwedia. Illustrated. $2.50.

TEMPLE BELLS AND SILVER SAILS

BY ELIZABETH CRUMP ENDERS. A fascinating record of travel and impressions in the far interior of China. Illustrated. $3.00.

THE DIVIDING LINE OF EUROPE

BY STEPHEN GRAHAM. A view of the Russian situation from the soil of the five new frontier republics. $2.00.

Poetry

HONEY OUT OF THE ROCK

BY BABETTE DEUTSCH. Poetry of sterling quality, essentially beautiful, ardent, high-spirited and independent. $1.50.

SELECTED POEMS

BY CHARLES HANSON TOWNE. All the poetry from the author's previous books that he wishes to preserve, and several new pieces. $1.50.

STARSHINE AND CANDLELIGHT

BY SISTER MARY ANGELITA. A collection of lyric verse of charm, beauty and culture by a Catholic nun. $1.50.

Belles Lettres

PEARL: A STUDY IN SPIRITUAL DRYNESS

BY SISTER M. MADELEVA. A nun's study of the fourteenth century old English poem "Pearl" by an unknown writer. $2.00.

Drama

THE ENCHANTED CHRISTMAS TREE

BY PERCIVAL WILDE. A one-act yuletide play for children, full of the true, happy spirit of Christmas. $1.00.

Biography

THE NOBEL PRIZE WINNERS in LITERATURE

BY ANNIE RUSSELL MARBLE. Biographical sketches, bibliographies and analyses of the work of twenty-four authors. $3.00.

FORTY YEARS OF IT

BY BRAND WHITLOCK. A new edition of the author's memoirs. A modest record of real service in American life. $2.50.

Music

ONE THOUSAND AND ONE NIGHTS of OPERA

BY FREDERICK H. MARTENS. A complete, unique, and up-to-date compilation of information on more than 1500 operas and ballets. $3.50.

Religion

THE WOMEN OF THE BIBLE

BY ISABELLA REID BUCHANAN. Presents all the Biblical women characters in the light of their deeds, sufferings and heroism. $1.25.

New York D. APPLETON AND COMPANY London

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THE BOY SCOUTS YEAR BOOK

Edited by Franklin K. Mathiews

Always the biggest book for boys! Bigger and better than ever. Here are Sabatini, Barbour, Fairbanks, Terhune, Beard, and many more, with stories, articles, and pictures. $2.50.

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By Ralph Henry Barbour

A fine story of boarding school and football. $1.75.

QUINBY AND SON

By William Heyliger

The Father and Son Book! Has the biggest sales possibilities of any book by the author of "High Benton." $1.75.

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By Robert F. Schulkers

A spooky treasure hunt. $1.75.

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By Lieut.-Commander Fitzhugh Green

Preface by Rear-Admiral W. S. Sims. A true-to-life story of Annapolis. $1.75.

OLD HICKORY'S PRISONER

By Bernard Marshall

A strong story of a young fellow's adventures in the War of 1812 with Andrew Jackson. Illus. $2.50.

BARRY AND BUDD

By Earl Reed Silvers

Boys' and girls' summer adventures in the mountains and at the shore. $1.75.

NUMBER THREE JOY STREET

Stories and verses by Walter de la Mare, G. K. Chesterton, Compton Mackenzie, A. A. Milne, Hilaire Belloc, Laurence Housman, Hugh Chesterman, Maxwell Armfield, Mabel Marlowe, Eleanor Farjeon, Roy Meldrum, Rose Fyleman, and the Nightingales. Illustrated. $2.50.

MAKESHIFT FARM

By Hildegarde Hawthorne

The story of a large, happy family who retire to a farm because of financial reverses. $1.75.

MIGHTY MEN

By Eleanor Farjeon

History in story form. Book I—From Achilles to Julius Ceasar. Book II—From Beowulf to William the Conqueror. Two volumes. Illustrated. Each $1.00.

SCOUTING ON LAKE CHAMPLAIN

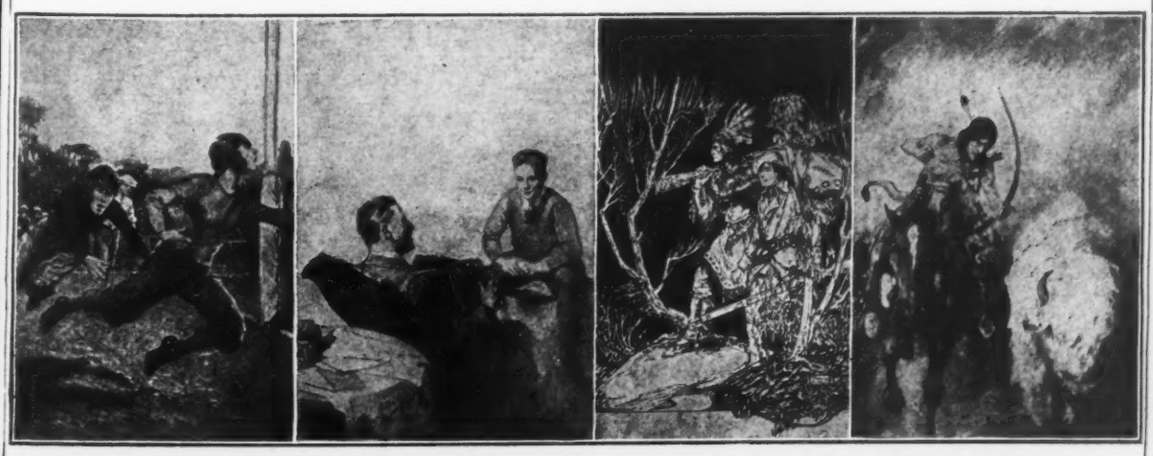
By Everett T. Tomlinson

A story of a scout in the attack against Fort Frontenac in the French and Indian War. $1.75.

THE MEDICINE BUFFALO

By Elmer Russell Gregor

A story of the Western Indians—full of Indian lore. $1.75.



New York D. APPLETON AND COMPANY London

3300 NEW BOOKS

are indexed by author and title in this issue of *Publishers' Weekly,* the fall output of all the American publishers.

In alphabetical arrangement by publisher are the advertisements of all the books which have been selected for special emphasis.

Extra copies of the Index can be had at 25c. each in paper, and 75c. in cloth.

New readers for the always popular FOSDICK books

DR. HARRY EMERSON FOSDICK,

America's most popular preacher, is writing a new series of articles on "Religion and Life" for Harper's which means that thousands of new readers will be seeking his books in the bookshops

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The mark of a book written to meet a need

BOBBS-MERRILL BOOKS—BOBBS-MERRILL BOOKS

By GINO SPERANZA

Race or Nation

The Conflict of Divided Loyalties

Mass-alienage in this country and its effect on our national institutions; the bar, the public schools, the church and the press. $3.00

By ALEXANDER BLACK

American Husbands
And Other Alternatives

A striking variety of discerning, sometimes ironic, always delightful comments on life. $3.00

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Buffalo Days

Forty years in the Old West; the personal narrative of a cattleman, Indian fighter and army officer. $4.00

By RICHARD HALLIBURTON

The Royal Road to Romance

All the glamorous corners of the world as seen by a gay young romanticist. Fifty illustrations. $5.00

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A fascinating account of the theory of evolution, its proofs and its history, set forth in clear and vivid English. Illustrated. $3.50

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True Tales of the D. C. I.

The actual experiences in France of the Division of Criminal Investigation of the A. E. F. $2.00

By ALBERT EDWARD WIGGAM

The New Decalogue of Science

Mr. Wiggam writes with wit and compassion and genius. As a tour de force of the achievement of all scientific and humanistic thought, it is an astounding product of one mind.—**New York World.** $3.00

By ALBERT EDWARD WIGGAM

The Fruit of the Family Tree

In beautifully clear language Mr. Wiggam explains the principles which the biologists have found to govern the transmission of characteristics from one generation to the next.—**New York Evening Post.** $3.00

By ETHEL HUESTON

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Mrs. Hueston's best novel—with all those qualities of fun and sentiment that have endeared her to half a million readers. $2.00

By AUGUSTUS MUIR

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A tale of mystery with thrilling adventure and action as swift as the shot of a bullet. $2.00

By PATRICK WYNNTON

The Black Turret

More hair-raising and heart-rending adventures than E. Phillips Oppenheim, Anthony Hope and George Barr McCutcheon could contrive. —**Herald Examiner.** $2.00

By C. E. SCOGGINS

The Proud Old Name

The sparkling, witty and often deeply stirring tale of Jim Brown in Mexico and the girl who gave him a new slant on things. $1.00

By SIDNEY HERSCHEL SMALL

Both One

A novel of love that clashes with custom, creed, family, friends. $2.00

Publishers THE BOBBS-MERRILL COMPANY *Indianapolis*

BOBBS-MERRILL BOOKS—BOBBS-MERRILL BOOKS

By GEO. A. BIRMINGHAM

Bindon Parva

The priest of an ancient chapel relates the secret life stories of his predecessors as if heard from their own lips. $2.00

By J. D. BERESFORD

The Monkey Puzzle

Beresford has crashed through. **The Monkey Puzzle** has made him the favorite of a large following.—**Saturday Review of Literature.** $2.50

By LORNA MOON

Doorways in Drumorty

Pure charm—a picturesque tale of Scotch villagers written with infinite humor and understanding. $1.50

By JOHN ERSKINE

The Private Life Of Helen of Troy

An extraordinary novel based on the legends of Helen after the fall of Troy and flavored with Shavian humor. $2.50

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This novel carries through the inner worlds of New York, Paris and Berlin. $2.00

By VANCE THOMPSON

Mr. Guelpa

The famous detective of **The Pointed Tower** solves a baffling mystery of murder and dual personality. $2.00

By HERBERT QUICK

One Man's Life

Even as Herbert Quick's life was more fascinating than any of his characters, his autobiography is more interesting than any of his novels. Profusely illustrated. $5.00

Selected with comment by PAUL WILSTACH

Correspondence of John Adams and Thomas Jefferson, 1812-1826

Wise, witty and delightful discussions of many aspects of life and experience. $2.75

By DON C. SEITZ

Uncommon Americans

Pencil portraits of men and women who broke the rules and won fame, including Brigham Young, Tecumseh, Whistler and others. $3.00

By BRUCE BARTON

The Man Nobody Knows

Not simply a good piece of writing:—a discovery—a portrait of Jesus that makes a modern man sit up and take notice.—**Boston Transcript.** $2.50

By FLOYD L. DARROW

Through Science to God

Shows that the facts of science in no way interfere with religious faith. Illustrated. $2.50

By ROBERT FORREST WILSON

Paris on Parade

This is Paris, the gay, the sophisticated, the inimitable. With illustrations from paintings by A. T. Warshawsky. $5.00

By J. RAMSAY MACDONALD

Wanderings and Excursions

These reminiscences and essays on travel and men shows the first Labor Prime Minister as a very lovable person.—**London Times.** $3.00

By A. J. VILLIERS

Whaling in the Frozen South

There are perilous adventure, feats of heroism and interesting information on modern whaling in this story of the Ross Sea whaling expedition. Illustrated. $4.00

Publishers THE BOBBS-MERRILL COMPANY *Indianapolis*

How many more numbers are we going to add to this list of best-sellers this fall? Surely the following titles are logical candidates:—

A NEW BOOK BY WILL ROGERS

(To be published in November)

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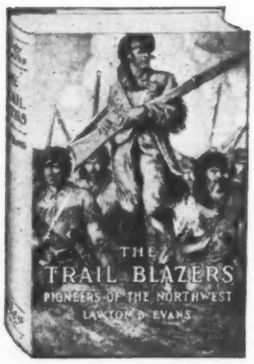

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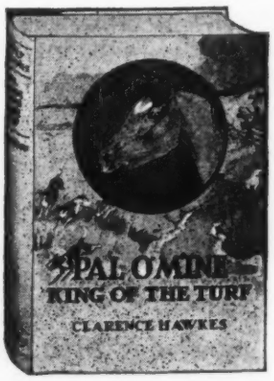

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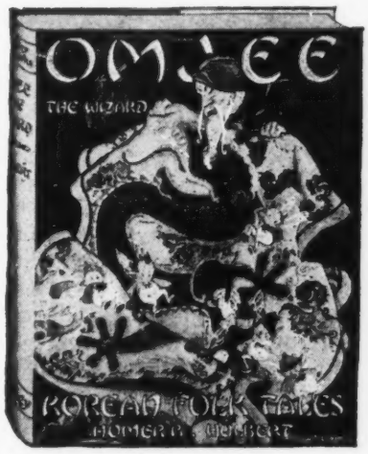

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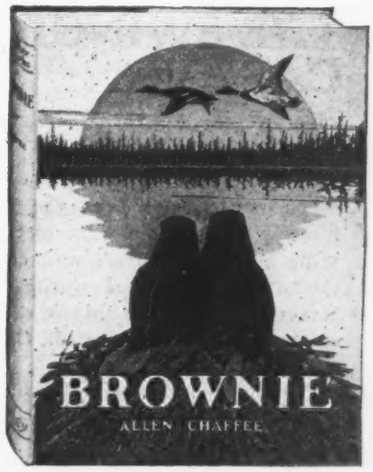

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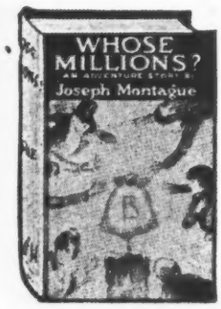

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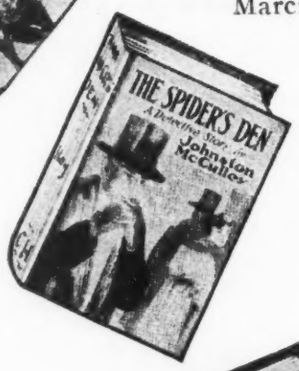

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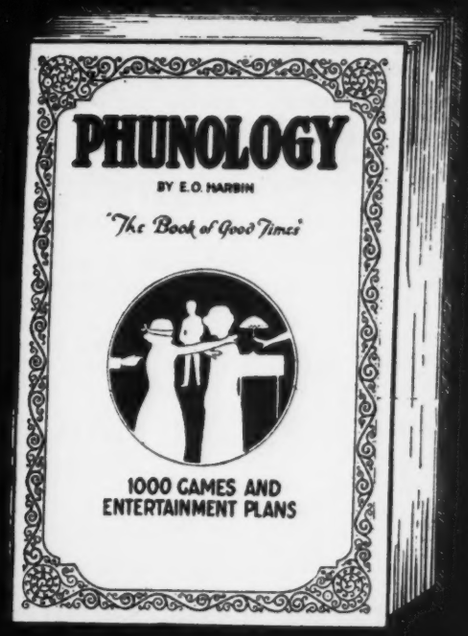

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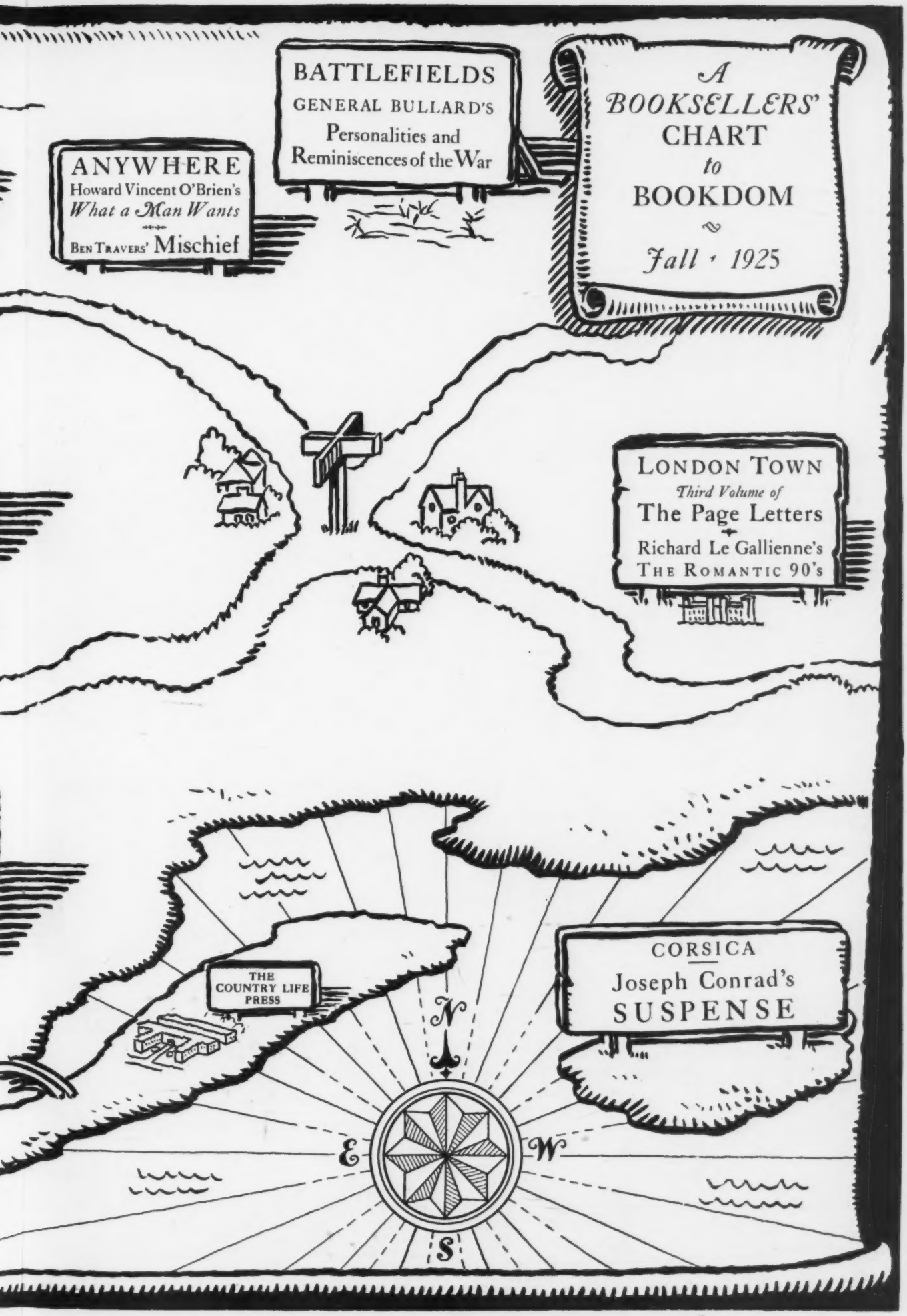
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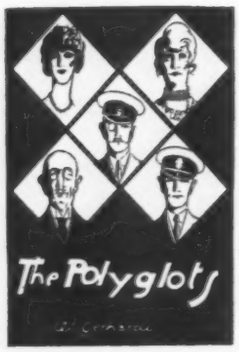

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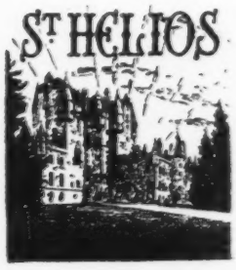

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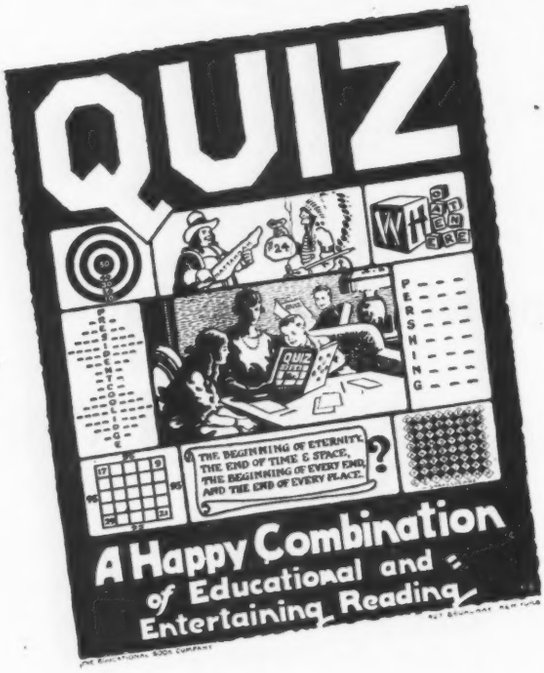

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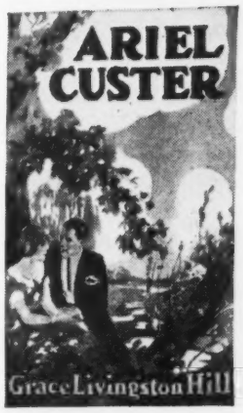

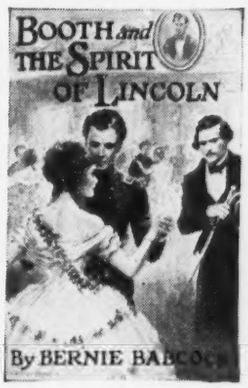

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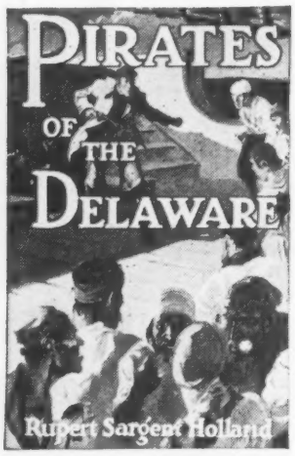

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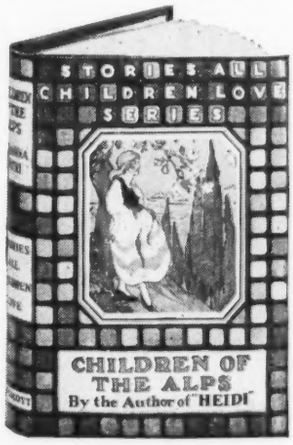

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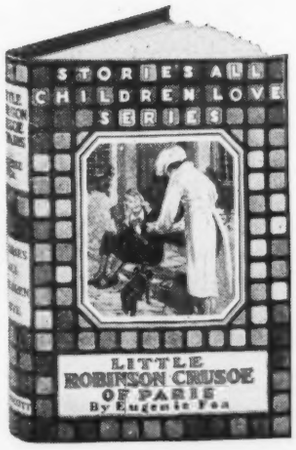

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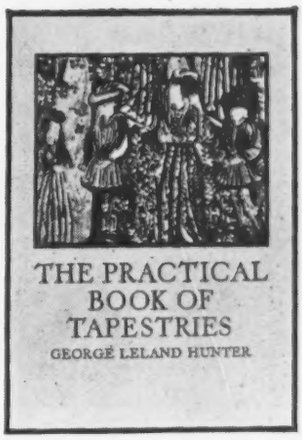

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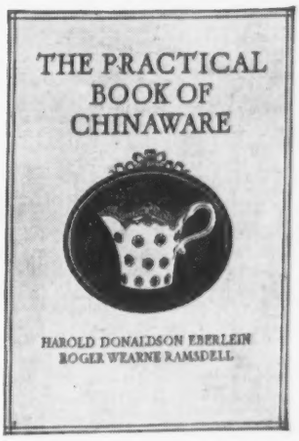

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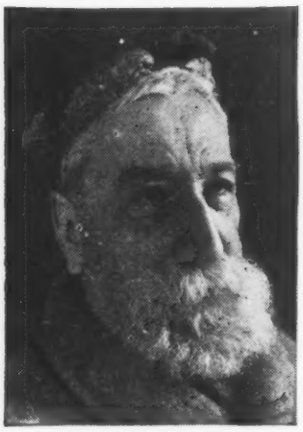

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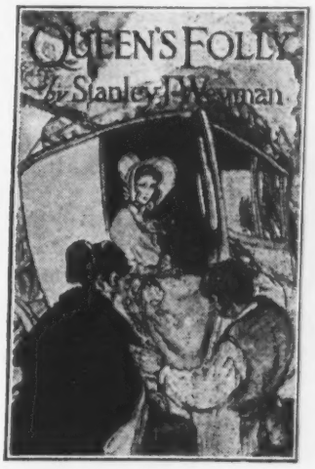

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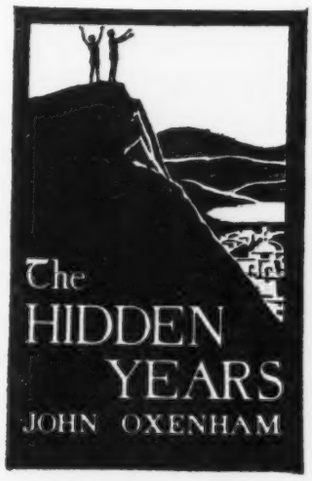

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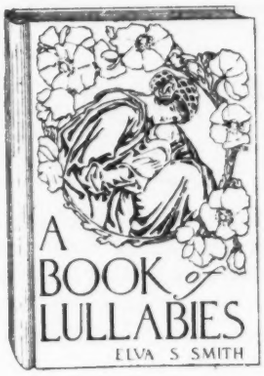

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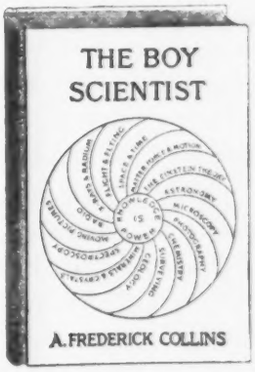

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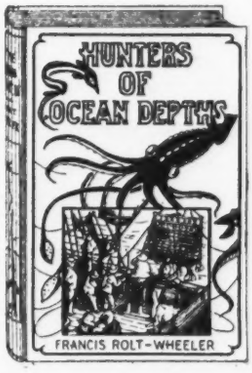

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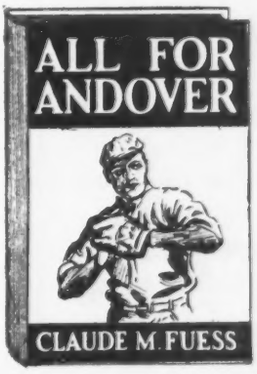

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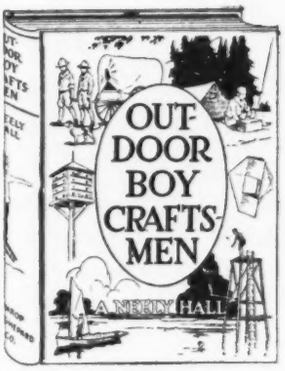

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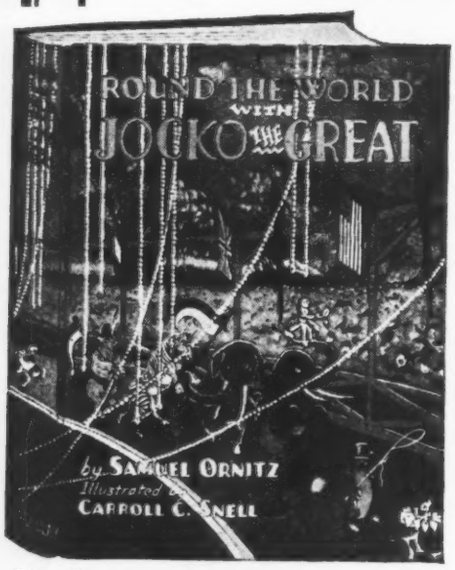

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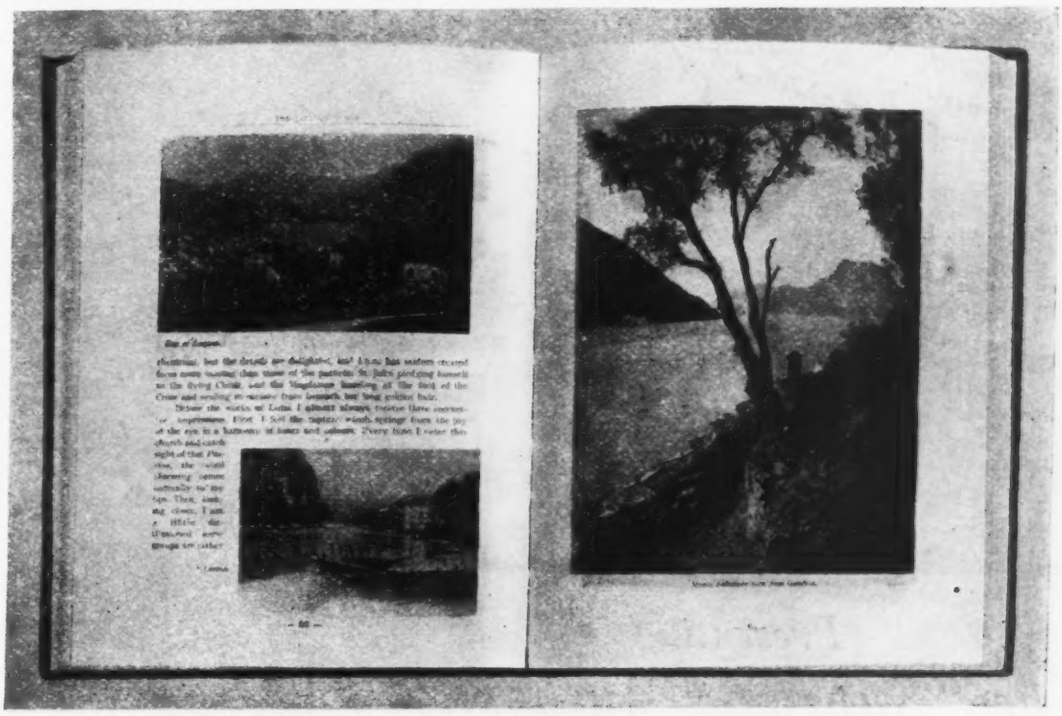

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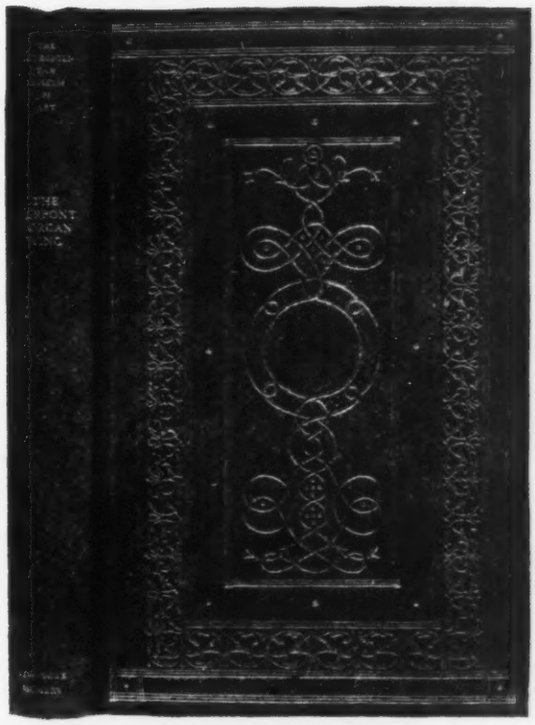

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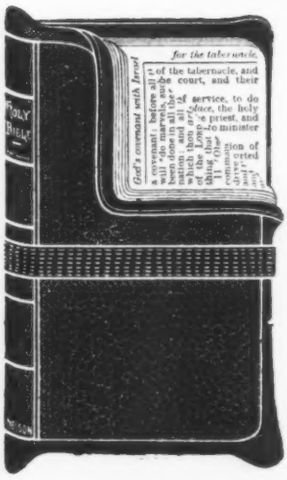

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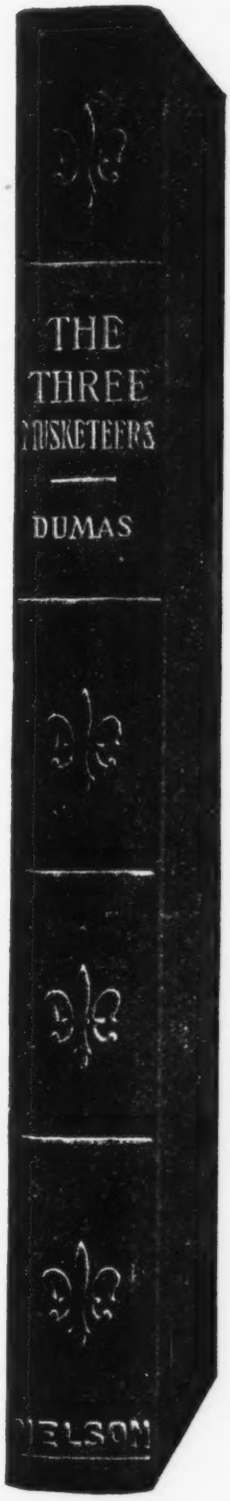

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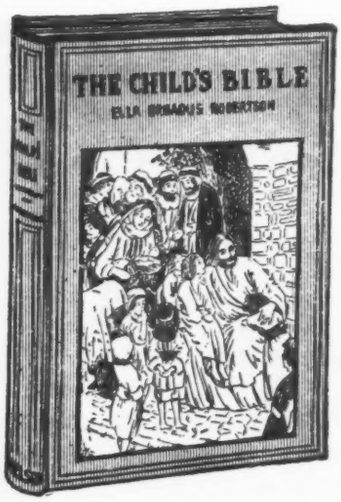

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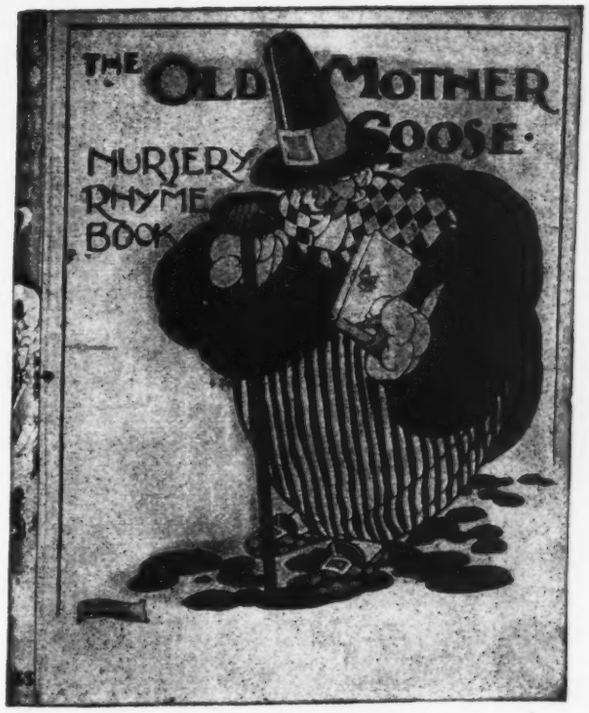

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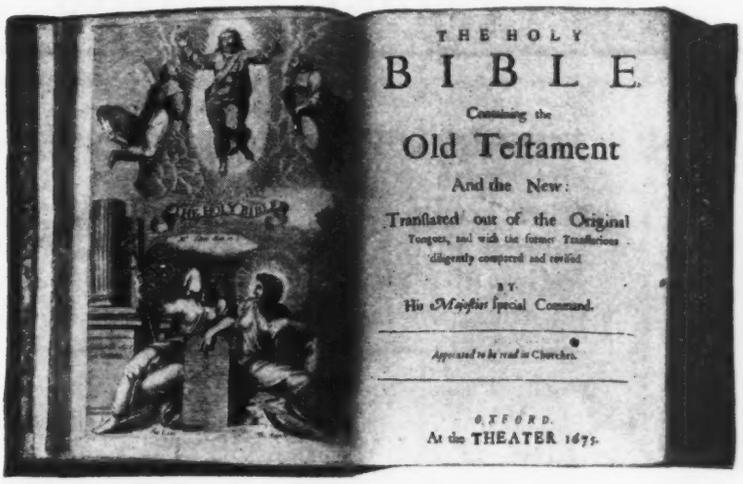

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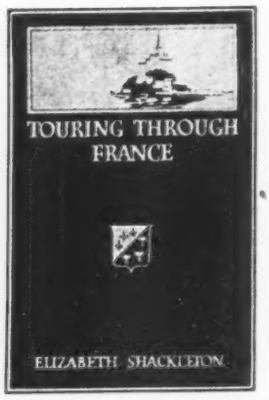

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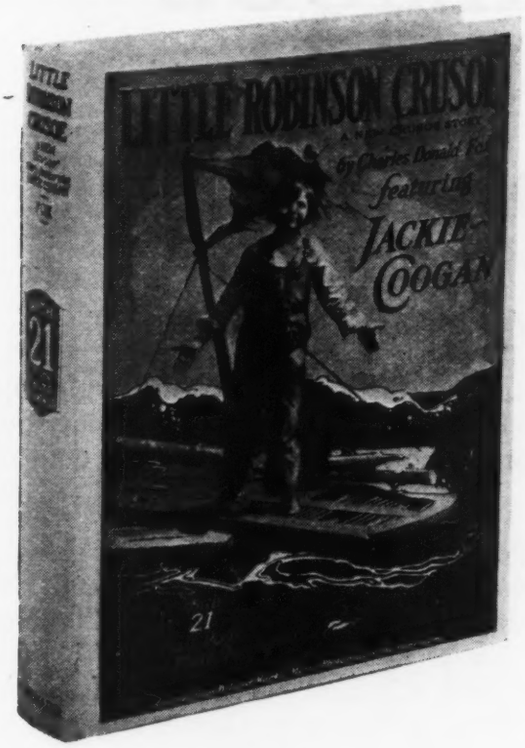

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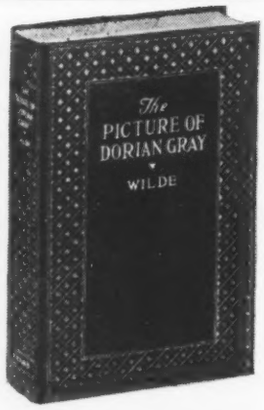

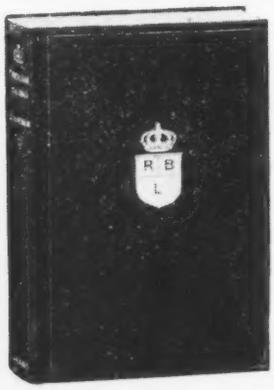

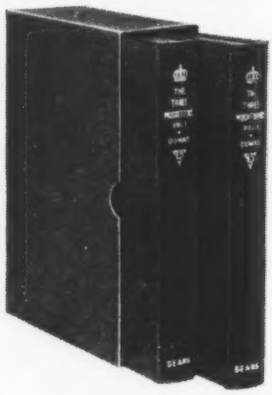

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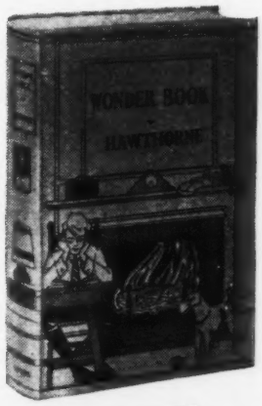

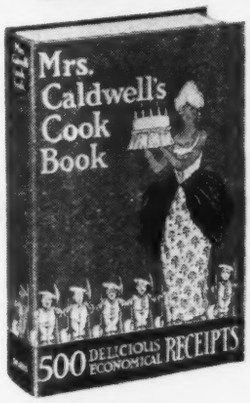

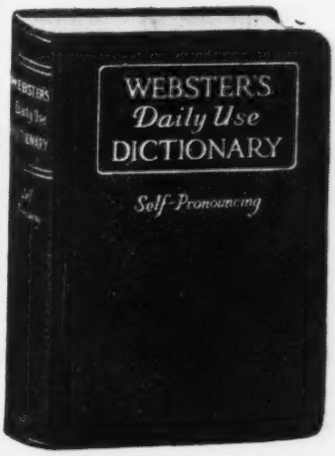

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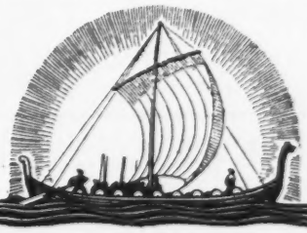

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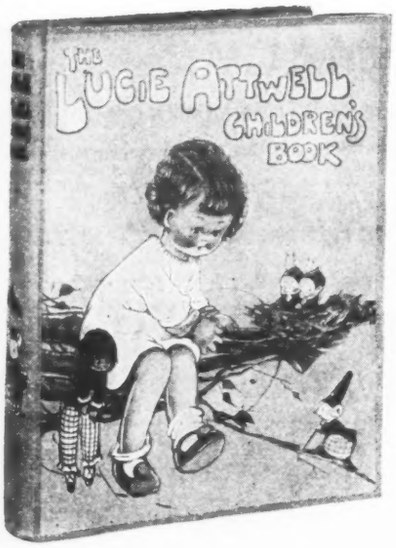

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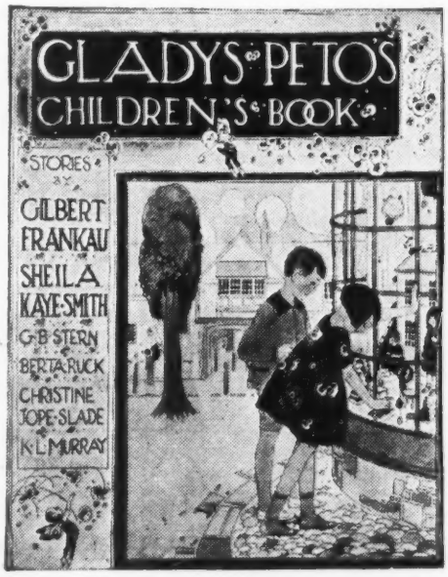

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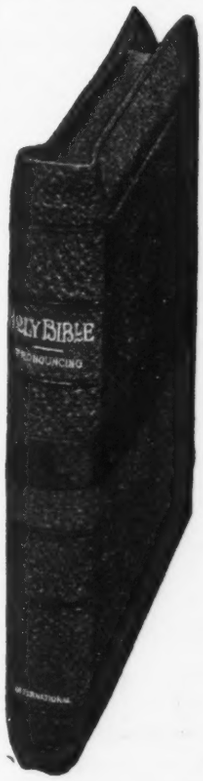

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By Clarissa H. Spencer $1.50

The part women have played in the church. A book every woman will read. Woman's response to Christ's invitation.—"Behold I have set before thee an open door which none can shut."

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A book of charming plays for children which every teacher and recreation leader will welcome.

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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, SEPTEMBER 26, 1925

Let a Slogan Work for Your Bookstore

By Ernest A. Dench

"WHAT use is a slogan to me?" a book dealer remarked to us the other day. There is nothing which makes my bookshop any different from hundreds of others. I sell the same kinds of books at the same prices and try to render the same kind of intelligent service."

It looked a pretty bad case to us, even tho the leading book dealer in the community was speaking.

A bookish person came in and wanted some out-of-print book, the title of which we have forgotten. He informed the book dealer that he had heard that this shop had a reputation for handling special book orders.

Right there was a slogan in the making. We jotted it down on a slip of paper, and when our friend was disengaged, we handed it to him.

The slip read:

IF IT'S A BOOK WE HAVE IT OR WILL GET IT

"It takes an outsider to come in and find something about my book business I've overlooked," he commented. "I'm going to adopt your suggestion."

There are undoubtedly many other book dealers in the same boat, judging by the scarcity of good bookshop slogans.

Bookshop Atmosphere

One important angle which needs to be put across is the fact that a bookstore is different from most retail stores.

If it appeals to the genuine book lover, it has an uncommercial atmosphere about it—the tendency to browse around and not be bothered by aggressive salesmen with an eye to the commission above their regular salary, as in many other kinds of stores.

Department stores and drug stores may sell the same books, but there isn't the same unhurried atmosphere. Those who buy books pretty much as they buy cotton goods and groceries, once they invade a bookshop of this type, feel like going often. It's getting them in for the first time that's the hardest.

Much as the book dealer may rave about outside competition, he has an asset here, which, if capitalized, will counteract the price slashing habits of department and drug stores.

How to present this bookshop atmosphere convincingly is the problem. The slogans used by other bookstores may prove of aid.

"COME IN AND BROWSE AROUND"

invites Scrantom, Wetmore and Co., Rochester, New York. Chapman's Book Store, Montreal, Canada, is known as

"THE BOOK LOVER'S MECCA."

The slogan employed by Ireland & Allan, Vancouver, B. C., Canada, is

"BOOK LOVER'S RETREAT."

Another example with a punch in it is

"YOU CAN REST AND READ AT BUMPUS'S"

used by the shop of that name in Oxford Street, London, England. A little longer than the average slogan is

"Our Shop Is a Veritable Treasure House of Good Books—Come in and Browse Around,"

adopted by Russell-Langs, Winnipeg, Man., Canada.

"A Bookstore of Rare Excellence"

advertises the business of Brockmann's, Charlotte, North Carolina.

Complete Stocks in Slogan Form

Do you pride yourself on your complete stocks? If so, there's a slogan at your beck and call to express the fact in an appropriate manner.

"The House of a Million Books"

belongs to Powner's Book Store, Chicago, Illinois.

"We Are Leading—A Few Are Trailing"

declares the Baptist Book Store, Jackson, Minnesota.

"Get it Where They Have it"

suggests the Bartlet Book Store, Jefferson City, Missouri.

Importance of Location

Bookstores are not always located in main thorofares, or if they are, seldom on the high rent blocks. A slogan giving your location aids in attracting new customers. C. Howes, St. Leonards-on-Sea, Sussex, England, is

"One Door from London Road Warrior Square End."

In New York City is Malkan's Book Shop, and

"In the Heart of the Wall Street District."

Unclassified Examples

Slogans that are difficult to classify, but which, nevertheless, express the personality of the stores concerned, are:

"The Bookstore That Appreciates Your Business"
Greensboro Book Co., Greensboro, North Carolina.

"The Service Store of Readables,"
Schlafman Brothers, Haverhill, Mass.

"The Nation's Bookstore,"

McDevitt-Wilson's, New York City.

Filling a Specialized Need

And still the range of slogan themes is not exhausted. One might say there is no end to them. There are slogans for special occasions or separate departments, when the slogan advertising the shop as a whole can be sidetracked. This is especially effective in newspaper advertisements and circular letters devoted to your circulating library, children's books, the Christmas gift trade, your customers on a vacation, your religious books department, your textbook department, your second-hand book department, etc. A few suggestions of our own:

"There's Nothing Better Than Our Circulating Library for the Long Evenings"

"Every Good Book Published for Children"

"Christmas Gift Books You've Been Looking For"

"Whatever the Trade, We've a Textbook For It"

"Your Vacation—Our Parcel Post Service Reaches Everywhere"

Adding to Book Lover Army

An altogether different type of slogan is that which adds to the army of book lovers. This must sell books not simply as books, or your store as headquarters for the same, but entertainment, amusement and knowledge. One or more of these slogans can be employed simultaneously, as was done by J. Gulliford & Sons, Cardiff, Wales, in two small window displays, one devoted to fiction, the other to books of general interest. At the top and bottom of the plate glass frontage of both rims were streamers broadcasting the following messages:

"Books Give Ispiration, Entertainment and Knowledge"

"The Greatest Pleasure in Life Is That of Reading"

"Books to Interest, Elevate and Amuse"

"Every Real Home Has Books"

Which, incidentally, reminds us that we have said much about the choice of a slogan, but little about the ways in which it can be profitably used.

No Increased Advertising Expense

When a new phase of advertising is brought to the book dealer's attention, he immediately thinks of the extra expense usually involved—and his advertising appropriation cannot always be stretched beyond its present limits.

This factor does not enter into the adoption of a slogan, which is an advertising medium in an advertising medium. In other words, it is like the cuckoo which prefers to raise its young in the nests of other birds. It can't help being a petty grafter, but it is the unobjectionable kind.

Where the slogan is most widely used is at the bottom of newspaper advertisements, between the name and address of the concern, in addition to the same location on business letterheads, envelopes and circulars and parcel labels.

We have also seen it doing duty at the top of a painted poster.

In brief, whatever forms of advertising in which the bookdealer indulges, there is a legitimate place for the slogan at no added expense. Nice and soft for the book dealer. Nice and soft, too, for the slogan.

Your Window---The Main Link in Publishers' "Best Seller" Campaigns

Display Material Prepared for Dealers Concentrates "Best Seller" Sales in the Bookstore

BEST Sellers everywhere! And whether they will or will not fulfill the expectations of both retailer and publisher depends upon how thoroly the one will cooperate with the other.

Dealer cooperation does not consist merely of "quantities" ordered from the traveler. The original quantity is only a first guess after all, re-orders are the things that count. The entire vocabulary of good business is summed up in the word "re-order," or, in its more popular synonym, "turnover"; and for bookseller and publisher, both, the profits of this fall's business are in getting results from the extensive advertising that will be done.

Publishers are planning to spend more money in advertising this year than ever before. Prospectuses have been prepared and sent to the trade in advance of the campaign showing the kind of copy that will be used and telling also in what newspapers and magazines it is to be run.

A large part of the publishers' advertising appropriation is being spent on display material for the dealers. Every effort has been made to get away from stereotyped displays. Each "big" book has its special promotion plan, with display material carefully selected to appeal to the purchaser of that type of story. In short everything has been done that would make the use of displays profitable for the dealer. One publisher is preparing a poster aimed at dignity rather than extravagant color, another with a different kind of book, found that a lithographed mounted display in five or even eight colors was better suited.

This wealth of display material should make every bookshop window pictorially among the most attractive in the business area. Books have always had the greatest human appeal—to the heart. Now modern merchandising methods are to turn this appeal into profits for the bookseller.

Therefore booksellers, use the publishers' displays! If they have not been sent to you, write for them. For your convenience we shall publish in this and succeeding issues of the *Publishers' Weekly* a list of publishers and the material which they have prepared for use in your windows.

Display Material Prepared for Dealers

D. APPLETON & COMPANY

"A Son of His Father" By Harold Bell Wright

Large colored poster, mounted or unmounted. Colored window strip poster.
Portrait cards.
Special jackets for window display.

"Queer Judson" By Joseph C. Lincoln

Colored cut-out display poster.
Special portraits.
Special jackets for window displays.

"The Boy Scouts Year Book" By Franklin K. Mathiews

Colored display card.

"The Life of Judge Gary" By Ida M. Tarbell

Advance order display card.
Special portrait display cards.

"Appleton Short Plays"

Colored display card.

BONI & LIVERIGHT

"The Crystal Cup" By Gertrude Atherton

Poster 22"-13½", in six colors featuring the jacket design of book.

"Dark Laughter" By Sherwood Anderson

Poster 13½"-10½". The flamelike symbol above a colorful group of little houses and the fine line drawing of Sherwood Anderson made especially for this book are effectively grouped with copy giving the significance of the novel.

"Tolerance" By Hendrick Willem Van Loon

Banner 14½"-11", of durable cloth with a gold staff, a diagonal lettering of the word "Tolerance" in a purple strip, lettering of classical dignity, and a fine gold fringe.

"My Life As An Explorer" By Sven Hedin

Poster 13¼"-16½". Several of Sven Hedin's original drawings reproduced in striking color schemes.

"A Good Man" By George F. Hummel

Poster 10½"-5", with appropriate text.

"The Love Complex" By Thomas Dixon

Poster 6½"-10¼". Two figures in full color ensnared in a net, symbolic of the story with descriptive copy in accompanying panel.

"An American Tragedy" By Theodore Dreiser

Poster 30"-24". All of the works of Dreiser grouped around an enlarged reproduction of "An American Tragedy."

ALBERT & CHARLES BONI

"The Crazy Fool" By Donald Ogden Stewart

Embossed cards in two colors with two drawings.

"The American Library"

Two color window cards with large woodcut.

Display Material Prepared for Dealers

"THE NEW NEGRO" By ALAIN LOCKE
Cards.

"JUNE GOES DOWN TOWN" By HOWARD DIETZ
Book rests.

CENTURY COMPANY

"THE CHICKEN-WAGON FAMILY" By BARRY BENEFIELD
Lithographed colored easel poster.

"THE EMIGRANTS" By JOHAN BOJER
Poster in color reproducing jackets.

"CHANNING COMES THROUGH" By CHARLES ALDEN SELTZER
Poster in color reproducing jackets.

"ON NEW SHORES" By KONRAD BERCOVICI
Poster in color reproducing jackets.

COSMOPOLITAN BOOK CORPORATION

"THE ANCIENT HIGHWAY" By JAMES OLIVER CURWOOD
Window display: 3 feet 6 inches by 2 feet 4 inches—in colors.

DODD MEAD & COMPANY

"WILD GEESE" By MARTHA OSTENSO
Window display: large six color background, streamers, silhouetted wild geese and picture of the author.

"THE IMMORTAL GIRL" By BERTA RUCK
Poster reproducing colored picture of girl appearing on jacket.

"ROMEO IN MOON VILLAGE" By GEORGE BARR MCCUTCHEON
Poster with easel reproducing in full color the Mead Schaeffer picture on jacket of book.

"GLORIOUS APOLLO" By E. BARRINGTON
Display card reproducing the lithograph of Lord Byron used as a frontispiece of the book.
Also a six inch oval table card in black or blue reproducing jacket design.

"LES MISERABLES" Illustrated by MEAD SCHAEFFER
Plates for the book obtainable for mounting.

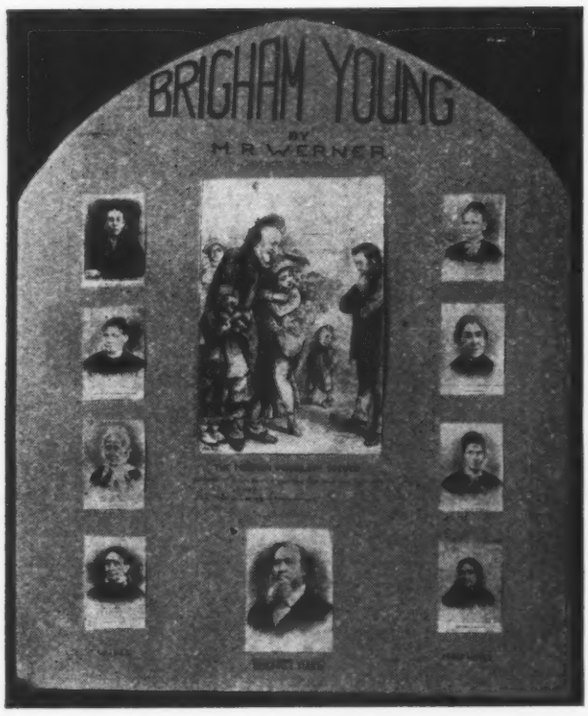
GEORGE H. DORAN COMPANY

"THE RUNAWAY BAG" By ALBERT PAYSON TERHUNE
A large cardboard traveling bag covered with tags that form a sequence to the story and have a very gala effect. This display will be particularly useful to the bookseller, as it gives room for other publishers' books with "The Runaway Bag" as a feature.

"SAM IN THE SUBURBS" By PELHAM GRENVILLE WODEHOUSE
A humorous cut-out poster portraying the commuter in his early morning run to catch the train for business—dogs scurrying under foot, scenery whizzing past and a baggage man splitting his sides laughing at poor Sam who must catch the early morning train.

Types of Display Materials Publishers are Supplying

Bookstore Windows Helped to Effective Selling



A DEPARTURE FROM THE USUAL GIRL TYPE OF POSTER

PUBLISHERS as well as booksellers realize the money value of a bookstore windows and are making large investments in display material to supply the background for the fall leaders.

There can never be any one perfect way to make windows pull but features such as those illustrated here and more fully indexed in the accompanying pages will give some idea of what is ready this season for the display managers.

A window has to do three things: catch attention; arouse interest, and create desire. The poster's chief function is to catch attention. By stronger colors, by news emphasis, by special details the passers-by must be made to stop, then the wording on poster or book must suggest the topic covered and finally this must connect with some reading interest or previous suggestion in the mind of the looker-in.

THE PUBLISHER AND AUTHOR COOPERATED TO PRODUCE THIS DISPLAY

A BANNER GIVES A KEYNOTE OF DIGNITY

AN ELABORATE VERSION OF THE CUT-OUT TYPE OF DISPLAY

AN EXPERIMENT USING SMALL CARDS AND CONCRETE OBJECTS TO GAIN ATTENTION

Display Material Prepared for Dealers

"THE RED LAMP" By MARY ROBERTS RINEHART

A knife, a piece of rope, a broken eye-glass lens, an ether can and other mystifying clues form a window display for Mary Roberts Rinehart's new book, "The Red Lamp." A lamp with a red shade is the central feature, for, in the story, all the crimes are committed when the Red Lamp is lit. Each article is labelled and explains where it was found.

"BROKEN WATERS" By FRANK L. PACKARD

A lithographed poster of three or four men sitting at a table gambling for some jewels that are scattered on the table, while dark shadows loom in the background.

DOUBLEDAY, PAGE & COMPANY

"LITTLE SHIPS" By KATHLEEN NORRIS

Aquatone portrait of Mrs. Norris from a portrait by Neysa McMein, 20" x 26".

"TROUBLED WATERS" By WILLIAM MACLEOD RAINE

Three color window card, 14" x 10".

"BREAD GIVERS" By ANZIA YEZIERSKA

Two color window card, 10" x 14".

"WHAT A MAN WANTS" By HOWARD VINCENT O'BRIEN

"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"SUSPENSE" By JOSEPH CONRAD

"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"Y' UNDERSTAND" By MONTAGUE GLASS

"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"ADVENTURES IN UNDERSTANDING" By DAVID GRAYSON

"Who's Who in Bookdom" window card, 11" x 4", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"PAGE LETTERS, THIRD VOLUME" By BURTON J. HENDRICK

"Who's Who in Bookdom" window card, 11" x 4", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"SKOOKUM CHUCK" By STEWART EDWARD WHITE

"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"SUNLIGHT IN NEW GRANADA" By WILLIAM MCFEE

"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"PERSONALITIES AND REMINISCENCES OF THE WAR" By ROBERT LEE BULLARD

"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"WOMEN" By BOOTH TARKINGTON

"Who's Who in Bookdom" window card, 22" x 4", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

Display Material Prepared for Dealers

"THE ROMANTIC 90'S" By RICHARD LEGALLIENNE
"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"THUNDER ON THE LEFT" By CHRISTOPHER MORLEY
"Who's Who in Bookdom" window card, 7" x 11", two colors, with an informal photograph mounted on card. Equipped with easel and hanger.

"CLOWN TOWN" By DIXIE WILLSON
Miscellaneous posters.

"TALES FROM SILVER LANDS" By CHARLES J. FINGER
Miscellaneous posters.

"MOTHER GOOSE" By C. B. FALLS
Miscellaneous posters.

"JOLINE" By HARRIET T. COMSTOCK
Miscellaneous display matter.

"FULL AND BY" By EDWARD A. WILSON
Miscellaneous display matter.

GREENBERG, PUBLISHER, INC.

"SKIPPY" By P. L. CROSBY
Card 8½" x 11" reproducing in full size one of the funniest of the famous "Skippy" pictures. This card is in two colors.

"TONY SARG"
A very elaborate cutout in six colors, 16" x 20", done by Tony Sarg himself, showing one of his well-known laughing elephants and a giraffe holding between them Mr. Sarg's two new books, "Book of Animals" and "Wonder Zoo." The actual front covers of both books are reproduced in full size.

HARCOURT, BRACE & COMPANY

Posters reproducing illustrations from books.

HARPER & BROTHERS

"THE POWER AND THE GLORY" By GILBERT PARKER
Poster 17" x 25½" in color, photoprint of a painting by Howard Pyle, tipped on with a descriptive label.
Card 11" x 14" with four color reproduction of the painting by Howard Pyle, used as a frontispiece in the book.
A contemporary map of La Salle's discoveries, 25" x 22", in color reproduction.

"THE PERENNIAL BACHELOR" By ANNE PARRISH
Poster 16½" x 14". Dignified black and white announcement of this novel as the winner of the 1925 Harper Prize Novel Contest.

"THE VORTEX" By NOEL COWARD
Orange and black poster, 14" x 21".

HENRY HOLT & COMPANY

"ROMANCE THE LOVELIEST THING" By DOROTHY BLACK
Window card in colors equipped with easel.

Display Material Prepared for Dealers

"Everybody's Cook Book" By Isabel Ely Lord

Window card in colors equipped with easel and hanger.

"The Home Book of Modern Verse" By Burton E. Stevenson

Display card in colors.

HOUGHTON MIFFLIN COMPANY

"Somewhere South in Sonora" By Will Levington Comfort

Two color card, 11½" by 16½", reproducing the jacket.

"The Strolling Saint" By Rafael Sabatini

Display card, 14" by 14", reproducing the newspaper ad with a portrait of Sabatini.

"Coombe St. Mary's" By Maud Diver

A text display card, 14" by 11".

"Quest" By Katharine N. Burt

A three color display card, 15" by 12", reproducing the newspaper ad.

LITTLE, BROWN & COMPANY

"One Increasing Purpose" By A. S. M. Hutchinson

Advance card used by booksellers to solicit orders; also used by dealers in their windows or on their counters.

Display cards for use on and following publication, one small counter card bearing an opinion of Dr. Harry Emerson Fosdick, several window display cards, one card of opinions, one card announcing the publication and a photograph of the author.

"Indians of the Enchanted Desert" By Leo Crane

Advance poster, and a regular poster to be used following publication.

"Gabriel Samara, Peacemaker" By E. Phillips Oppenheim

Streamer to be pasted on the outside or inside of the dealer's window.

THE MODERN LIBRARY, INC.

"The Modern Library"

Full set of window display material, including a general poster and other display cards advertising certain of the more popular titles of "The Modern Library."

Display poster in panel effect for windows, to be sent to dealers together with a little mahogany stand, on which can be displayed "The Modern Library." Poster by the leading poster artist in Germany, Lucien Bernhard.

REILLY & LEE COMPANY

"The Edgar Guest Books"

Poster showing a portrait of Mr. Guest and giving a list of all of his books.

An attractive portrait of Mr. Guest mounted on wood, suitable for use in show window or on show case.

A Guest Book panel, made in illuminated fabricoid.

"The Famous Oz Books" By L. Frank Baum

Poster reproducing a story about the Fairyland of Oz, in large typewriter type and personally autographed by Miss Thompson. With a half-tone portrait of the "Royal Historian of Oz."

Display Material Prepared for Dealers

"THE SKEEZIX BOOKS" By FRANK KING

A corking reproduction in full colors of Frank King's jacket cover for "Skeezix and Pal."

"THE FOURTH NORWOOD" By ROBERT E. PINKERTON

A novelty in book posters, reproducing in colors the face of the jacket of Mr. Pinkerton's new novel, printed on orange paper, with a black center and dark green background, outlined with pine boughs. Also reproducing the jacket flaps, front and back, on which are pictured the principal characters in "The Fourth Norwood."

"ALABASTER LAMPS" By MARGARET TURNBULL

A new idea in display material advertising a novel, something that can be displayed in the show window along with copies of Miss Turnbull's new novel.

"DIET AND HEALTH" By LULU HUNT PETERS

Posters, in colors, with an easel attachment; also a string for hanging posters.

"THE SNELL BOOKS" By ROY J. SNELL

Posters featuring Snell's "Mystery Stories for Boys" and "Adventure Stories for Girls."

CHARLES SCRIBNER'S SONS

"$2.50 SERIES OF ILLUSTRATED CLASSICS"

Unusually attractive poster containing three illustrations for the series in full color, as well as a complete list of titles.

SIMON & SCHUSTER, INC.

"BARBER SHOP BALLADS" By SIGMUND SPAETH (With phonograph records)

A display card, 1½ x 2 ft., printed in red and black, showing the book itself, the records, has descriptive material.

"CROSS WORD PUZZLE BOOK, NO. 4"

Poster 1 ft. x 1½ ft. Similar to other Cross Word Puzzle Book posters.

FREDERICK A. STOKES COMPANY

"WE MUST MARCH" By MRS. HONORÉ WILLSIE MORROW

Poster.

"POSSESSION" By LOUIS BROMFIELD

Poster.

"RUBEN AND IVY SEN" By LOUISE JORDAN MILN

Poster.

"EMILY OF NEW MOON" By L. M. MONTGOMERY

Poster.

"BEAU GESTE" By PERCIVAL C. WREN

Large poster.

"LORD GREY'S MEMOIRS, TWENTY-FIVE YEARS: 1892-1916"

A dummy set of the book, with a drawer at the top containing advance order forms.

Authors as Writers of Advertising Copy

THERE have been several experiments in the advertising field lately of obtaining ad copy from well-known writers, therefore adding reading interest to the general proposals contained in the promotion space. A leading editorial in *Printers' Ink* of August 27th described this situation as a significant development in advertising. Irvin Cobb has been copy writer for Sweet Caporals, Will Rogers has had a much discussed series on Bull Durham, etc.

It was suggested to the *Publishers' Weekly* that this might serve as a suggestion to writers to turn copy producers for book publishers, thereby getting an increased area of reading interest into the advertising space. The editor asked Robert Gordon Anderson, who has had practical experience in publishers' promotion work and is a writer himself, to give an opinion on the value to the book-trade of this suggestion.

His comment is:

"I do not know that I can answer your question about the author as copy-writer as you would like to have me answer it; and I am sure that such authorities as George H. Doran, John Macrae, George H. Putnam, Charles H. Denhard, and Bruce Barton, to name but a few, could reply with a far better effect.

"And, too, you see, I am a little skeptical—and I think the public is also—about the absolute sincerity of the various celebrities who endorse other commodities. Perhaps Will Rogers does roll his own with Bull Durham—I'm sure I don't know; but I am afraid a certain gentleman of literary distinction who vows his constancy to a well-known cigar never smokes anything but cigarettes; another nothing but cigars at three dollars a throw. And I do know that an actor of renown who advocates the use of a health device for women never tried it on himself and never had the privilge of seeing it tried on by the fair; for he told me so. Much of all this impressive publicity is, as they roughly but aptly say, 'the bunk'

"It is true that Theodore Roosevelt believed in the books he endorsed, but he endorsed too many. Of course, such a tribute as that of Galsworthy to "Green Mansions' can make or save a book—if not tried too often. Overdone, the practice will not attract any more readers than the usual publisher's blurb. Authors, like men in other callings, are, despite all libels to the contrary, really human, you know; and it is so easy to endorse the work of a friend at a publisher's or advertising man's request. I have one on my desk now—a fairly good book it is, too; but I've just got to refuse, for it's not one I can get awfully keen over.

"The public has been sold so often, I am afraid; and few believe any more that bathing beauties and stars of the silver screen actually use all the powders, lotions, soaps, safety-razors, sauces, corn-plasters, hair-removers, and bonbons they are credited with using. If they did, they would have little time to go on with their real work and would spend their tender years in chewing chocolates, removing superfluous hair, or powdering their noses. As a matter of fact, it is usually the press-agent or the star's representative that alone makes the arrangement; yet it is not considered unethical for the celebrity to lend his or her name to the exploitation of the article in question.

"All this, of course, is not to suggest that either authors or publishers are not men of integrity; but I do doubt the effectiveness of the *continued* use of advertising copy for books, signed by writing men. Clever and ingenious copy would help as all such advertising does, no matter by whom written; but signed endorsements should I think, be used with discretion, and only now and then. It's a stunt that should not degenerate into a common practice. And above all, when it is used, there should be sincerity and honesty behind it. There are many commodities on the market; but most of all, I take it, do people demand these qualities in any endorsement of a book."

The World's Greatest Achievement in Book Distribution

The German Booktrade Organization

By Stanley Unwin
of George Allen & Unwin Ltd., London

I

ONE hundred years ago there was founded in Leipzig what is today the most complete organization for book distribution which exists anywhere in the world. It is doubtful whether those three enterprising booksellers, Horvath of Potsdam, Campe from Nuremberg and Voigt from Ilmeñau knew how wisely and how well they were building when they laid down the foundation stone by cooperating to lease and establish a definite place where the yearly settlement of the "on sale or return" business could be concluded. At first it was at Richter's coffee house; later in the lecture room of the Faculty of Divinity, where from that time onward all the booksellers visiting the Leipzig Booksellers' Fair met to settle their accounts. The founders having provided both the accommodation and the necessary furniture and thus started "Die Börse" (The Exchange or Bourse), as it is called, treated it as the property of the whole book-trade.

All booksellers, prepared to abide by the regulations and to adhere to the recognized customs of the trade, were entitled to membership, and from the start the regulations provided that the Börsenverein should represent and support to the best of its power all sections of the book-trade. From the outset it was intended to be, and was also in fact, an active organization to promote the interests of the book-trade as a whole.

A Zentralstelle or headquarters was established, where all important trade questions could be discussed and, in particular, the problem that most troubled the publishers and booksellers of that period viz.: the lack of adequate copyright protection for literary property.

It is both interesting and encouraging to note that Leipzig gained its pre-eminence as a book center some fifty years before this time, partly because of the vigor with which it discountenanced unauthorized reprints. As far back as 1773 the sale or distribution of "pirated" editions at the Leipzig Fair was definitely forbidden. Publishers of new books, therefore, felt greater confidence in coming to Leipzig than to its then great competitor, Frankfurt. But the decision of the North German booksellers some few years before to refrain from attending the Frankfurt Fair had already turned the scale and altho today more books are published in Berlin than in Leipzig—Leipzig is still the center of the book-trade.

From its small beginnings with a membership of but 108 the Börsenverein made steady progress and today there are about 5000 members. Development followed development. Arrangements had soon to be made to enable publishers from other parts to carry stocks in Leipzig. Business between the "Fairs" became increasingly important and from this arose the need for Kommissionäre or agents to attend to such business, at first for the publishers, but subsequently for the booksellers as well. The custom of the trade to make all deliveries "free Leipzig" accentuated the importance of these Kommissionäre, and today all non-resident members (as well as a few resident firms) whether Publishers or Booksellers, employ one. The custom also had another effect. It resulted in Leipzig becoming a center for book production as well as book distribution.

It was soon found necessary to have a trade paper of their own, and in 1835 the *Börsenblatt fur den Deutschen Buchhandel* was founded and since 1867 has appeared daily. In addition to giving official announcements, it includes advertisements of all the new books and printed order forms, thus enabling both the Börsenverein

and the publishers to keep in daily touch with the booksellers, and the booksellers to place orders with the minimum of effort and delay.

Another more recent move was the taking over of the publication of the *Literarisches Zentralblatt,* a most useful organ which combines some of the merits of the *Times Literary Supplement* with an official list of books of the fortnight (it appears twice monthly).

Then there is the official address book, which gives brief particulars of every firm connected with the German book-trade, over 13,000 in number. It is a perfect miracle of compression, and shows at a glance when a firm was founded, what kind of business it does, who are the partners, what Kommissionäre it employs and, if a publishing firm, whether it carries complete stocks at Leipzig, etc., etc.

There are also other interesting publications in book form, e.g. a very complete history of German bookselling, and a manual for the instruction of booksellers.

But to enumerate all the many activities that have grown out of the small beginnings of a hundred years ago—the technical schools, the technical library, the innumerable organizations of one kind and another connected with the trade, all housed in their own magnificent Buchhändlerhaus, would take me beyond the scope of this article. Those who want further information can get it from the official Satzung des Börsenvereins and from the excellent article by Rechtsanwalt Dr. A. Hess in the Jahrbuch Sachsen 1925 entitled, "Die Weltwirtschaftliche Bedeutung Leipzigs als Zentrale des Deutschen Buchhandels." Dr. Hess is the Geschäftsführer of the Börsenverein, and it is to his writings and to his colleague, Dr. Menz, I am indebted for many of the facts set forth above.

It would, however, be unfair to close this account of the Börsenverein without some reference to the obligation undertaken in 1913 to preserve one copy of each new book published in Germany just as the British Museum does over here, or the Congressional Library at Washington. In other words, the book-trade now does voluntarily in Germany what the State does in Great Britain and the United States. This collection known as Die Deutsche Bucherei, already contains over half a million volumes, and is in the best sense a national institution; it should not be confused with the central libraries of certain individual states like Bavaria which still retain the right to claim a further free copy of any books published within their borders.

In a subsequent section I hope to give some account of the present actual working of the Börsenverein as an organization. It has become a complicated mechanism and like, let us say a monotype machine, is a great deal easier to observe at work than to describe with lucidity to anyone who has not seen it functioning. But it represents the greatest achievement in book distribution and as such, deserves more careful study in the English speaking world than it has received from all but the few, such as the late William Heinemann, who pointed out as far back as thirty years ago how much there was yet to learn from Leipzig, even in the mere mechanics of book distribution. France and Holland have long since realized that fact, and have acted upon the knowledge acquired, and America is considering the possibility of founding a Bookseller's Clearing House. England on the other hand still prefers to rely almost exclusively upon individual effort, forgetful of the fact that the best can only be achieved by cooperation.

In Germany book-trade organization began by embracing the whole book-trade. Separate associations for separate interests came later. In England and America organization has proceeded on the reverse lines, and they are still waiting for an English equivalent of the Börsenverein der deutschen Buchhändler which shall represent all, and which will vigorously and continuously promote the well being of those engaged in the best of all occupations, the distribution of books. The time has surely come for a wider conception of our functions and obligations and a closer cooperation among all those connected with book production and distribution.

In these circumstances, would it not be worth while to study with some care the hundred years' record of our neighbors and consider what lessons it has to teach? Just because much of their organization is unsuited to our conditions, it does not follow that the time would be unprofitably spent.

Best Sellers in August

"THE Keeper of the Bees," a novel by Gene Stratton Porter, published in August, appears at the head of the "Best Seller" list for that month, compiled by *Books of the Month*. "Soundings," which has been out since last winter and since then a consistent best seller, still holds second place. "Glorious Apollo," a more recent book by E. Barrington, is third having progressed from eighth place on the previous month's list. Margaret Kennedy's novel, "The Constant Nymph," has gracefully retired from the top of the list, a position it has held indisputably for some months, and now comes fourth. "A Son of His Father," and "The Red Lamp," whose authors, Harold Bell Wright and Mary Roberts Rinehart, are not wholly unknown in previous "Best Seller" lists, follow "The Constant Nympth." "Red Ashes" by Margaret Pedler has about the same position as in the previous month. "The Ancient Highway" by James Oliver Curwood, coming next, is another August newcomer. "Drums" and "Arrowsmith" are still holding their places.

There is absolutely no change in the first half of the non-fiction list, from the titles reported as leading in July. At sixth place is a new book by William Beebe, "Jungle Days," which tells many interesting things about the ways of monkeys and other inhabitants of the African wilds. "Fruit of the Family Tree" by Albert E. Wiggam is next, with "Ariel," "The Life of Sir William Osler" and Emily Post's "Etiquette" following it successively.

Fiction

Porter. "The Keeper of the Bees" *Doubleday*
Gibbs. "Soundings." *Little, Brown*
Barrington. "Glorious Apollo" *Dodd, Mead*
Kennedy. "The Constant Nympth." *Doubleday*
Wright. "A Son of His Father" *Appleton*
Rinehart. "The Red Lamp." *Doran*
Pedler. "Red Ashes." *Doran*
Curwood. "The Ancient Highway" *Cosmopolitan*
Boyd. "Drums" *Scribner*
Lewis. "Arrowsmith" *Harcourt*

Non-Fiction

Peters. "Diet and Health" *Reilly*
Milne. "When We Were Very Young" *Dutton*
Farmer. "Boston Cooking School Cook Book" *Little, Brown*
Barton. "The Man Nobody Knows" *Bobbs-Merrill*
Brousson. "Anatole France Himself" *Lippincott*
Beebe. "Jungle Days" *Putnam*
Wiggam. "Fruit of the Family Tree" *Bobbs-Merrill*
Maurois. "Ariel" *Appleton*
Cushing. "The Life of Sir William Osler" *Oxford*
Post. "Etiquette" *Funk & Wagnalls*

New Chautauqua Course

THE Chautauqua reading course of this year includes, as usual, five books in different departments of knowledge plus a study handbook, all of which are supplied at the price of $8, together with a subscription to the *Review of Reviews*. The books selected are:

"Man's Life on Earth" by Dr. Samuel Christian Schmucker, published by Macmillan. This is the story of evolution by a very popular lecturer.

"The Life of the Ancient East" by James Baikie, also a Macmillan book. A volume on the romance of modern explorations by the author of the distinguished and important books on ancient Egypt and Assyria.

"The Life and Times of Cleopatra" by Arthur Weigall, published by Putnam. Mr. Weigall has been Inspector General of Antiquities of Egypt and has several books on the Putnam list.

"The Nature, Practice and History of Art" by H. Van Buren Magonigle of the American Institute of Architects and the National Academy of Design, published by Scribner.

"How to Live" by Eugene Lyman Fisk and Irving Fisher, the very well-known volume published by Funk & Wagnalls Company for the Life Extension Institute.

THE Publishers' Weekly
The American Book Trade Journal
Founded by F. Leypoldt
EDITORS
R. R. Bowker F. G. Melcher

September 26, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —Bacon.

About 3300 Books

WHEN all fall lists are in, the titles copied off, alphabetized and printed, (and this means about five weeks of intensive work with extra staff), the Fall Announcement Index is ready, and the American book trade can get some general picture of the publishing activities of this busy period.

In totals of books published, 1925 is almost identical with 1924 in the number of pages and titles. Approximately 3300 titles have been indexed by both author and title entry and sometimes by series. This is half of the annual American book production from all sources.

With a list as comprehensive as this, looking back to the summer books and forward to the holidays, the bookseller has in his hand a great question answerer for the months of most puzzling questions. No buyer can remember all the books he has ordered and whom he has ordered them from. This list is an index to all publishers' titles. No buyer looks at all lines and titles or orders in more than a part of the new announcements. This list will quickly give a clue to any other book inquired for. No floor salesman can be a walking index to *all* the new books in stock or promised. This list will make him instantly informed on the publisher and price of half the year's output.

The editors have received much approval for the plan, first introduced in the Spring Announcement Number, of arranging the advertising pages alphabetically. The trade uses the Fall Announcement Number for three months, not for a single perusal, so that a quick method of turning to any publisher's list is of very practical value. For an accurate view of the direction of a publisher's promotion emphasis, for brief and carefully prepared descriptions of new books, for details as to price, illustrations, editing, author and so forth, the advertising pages supply prompt data.

Art in America

THE great art collection of Lord Leverhulme is to be auctioned at the Anderson Galleries in January according to cables from London, a collection of vast range including paintings of many periods, furniture, tapestries and orientalia. Several years ago experts valued them at $1,200,000, and they must be worth much more now at present values. Among other items it will be a remarkable collection of the famous caricatures, prints, and drawings of Gillray and Rowlandson. Such an event will crowd the Galleries with competitive bidders and will reflect great credit on Mitchell Kennerley and on his management of American auctions.

The selection of New York for this sale is the more significant, as it had been expected that a London sales room would have the collection, and announcements to that effect had already been made. It means that the market here today is so much more active than the market of England that Anderson's was justified in making an offer for the handling of the collection that could not be met in London. The ownership of masterpieces of art follows into the areas of great wealth and great fortunes are, in this generation, more rapidly on the increase in America than in any part of the world. The galleries of England are adorned with paintings and other art objects that flowed from the continent when England's surplus wealth surpassed that of the other countries and in the last half century the current has flowed across the Atlantic. This is as true of old and rare books as of paintings, and the New York auctions have supplied accurate indices of this movement.

Of even more importance to this country than this phenomenon of the accumulation

of great art is the question of what will be the stimulating effect of such masterpieces as they scatter to the public galleries and private homes of the country. Will they stir the creative impulses of the new generations that have the opportunity for such contacts. Will we have more and better painting, architecture, applied art, printing, etc.? Will we have a more sensitive public that will not only see values in accepted masterpieces but find aesthetic enjoyment and appreciation for the product that may spring up among us. If this be the effect then a sale like the Lord Leverhulme auction, may be looked upon as a great boon indeed.

Fall Prospects

IF business signals have any value, it seems likely that the fall of 1925 will be one of the busiest seasons that the book-trade has ever looked forward to. There is in the atmosphere a sense of confidence and optimism in both the publishing and retail trade which shows that the private forecastings are giving confidence.

American business men have been trained in the last few years to a much greater use of statistical forecasts and experience has given both the business editors and the business men better knowledge of what figures and what facts have real value. For the present fall, the key figures show fair weather in most directions, for the producing and for the retailing industry as well. The slump in the agricultural regions has passed by, and the curtailing of stocks has brought all retail business to a basis for active turnover and quick orders.

To take one source of information, that of the Federal Reserve District report, the figures indicate that, in the district of Boston, the departments of books and stationery in the large stores reporting have had a 15 per cent increase of business over last July; in New York, a 20 per cent increase; in Dallas, 19 per cent; San Francisco, 15 per cent; and the average increase in the whole country, 13.7 per cent. These increases have come about in spite of the fact that there has been a decrease in the stock held by these stores, a 2 per cent decrease, taking the country as a whole.

A Delightful Sort of Map

PAUL M. PAINE, librarian of Syracuse, whose hobby is maps and map drawing, is the draftsman of a fascinating "Map of Adventures" which the *Publishers' Weekly* is to publish soon. As a decoration for library, bookstore, school or home it will do much to stimulate a new reading interest, and make both the characters of both history and literature more real. In order that it may be ready for children's Book Week the production in four colors is being rapidly pushed, and it will be ready for mailing by November 1st.

Bookstores will find it an effective aid to window and store displays. Every bit of drawing and lettering on the world area suggests good reading in famous fields. Young and old will find it equally stimulating.

Public libraries will find it most suitable for wall display or to use under glass-top tables. Mr. Paine's "Map of Good Stories," issued in small size and in black and white, has been in hundreds of libraries. The new map is printed on the best of map paper and, with care, will give year-round service. Public schools will use it as a teaching help in the courses in English or history or for the walls of the school library.

Broadcasters Discuss Copyright

AT the annual meeting of the National Association of Broadcasters, held in New York on September 16th, there was much discussion on copyright and on the attitude of the Association toward the present rights of composers and publishers, and also of the situation under the new bill.

While the present copyright law distinctly gives the owner of music control over the use in public performance, the broadcasters have largely fought against this on the ground that broadcasting was not a public performance, and the composers, as represented by the Society of Authors Composers and Publishers, have endeavored to get uniform recognition of the owners' rights. The conference expressed the desire to meet with the composers on equitable ground, and some basis of agreement as to the rate of payment seems likely to be reached.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists

Edited by Merle Johnson

Number 77

(CHARLES) WILLIAM BEEBE 1877—

BEEBE is a naturalist of parts (specializing in birds) with the literary ability to make wild life readable.

TWO BIRD LOVERS IN MEXICO. *Boston,* 1905.

THE BIRD. *New York,* 1906.

LOG OF THE SUN. *New York,* 1906.
Gilt edges.

OUR SEARCH FOR A WILDERNESS. *New York,* 1910.

TROPICAL LIFE IN BRITISH GUIANA. *New York,* 1917.
Vol. 1 only issued.

A MONOGRAPH ON THE PHEASANT. *London,* 1918-22.
4 vols.

JUNGLE PEACE. *New York,* 1918.

EDGE OF THE JUNGLE. *New York,* 1921.

GALAPAGOS; WORLD'S END. *New York,* 1923.
Limited edition.

JUNGLE DAYS. *New York,* 1925.

THE ARCTURUS ADVENTURE. (In press).
50 copies, large paper.

Beebe is also author of many technical monograph pamphlets, among which are:

THE OSTRICHES AND THEIR ALLIES.
SUCCESS OF INDOOR FLYING CAGE.
PSYCHOLOGY OF BIRDS.
AMONG THE BIRDS ON COBB ISLAND.
OWLS OF THE NEAR ARCTIC REGION.
LIST OF BIRDS IN THE PARK.

Profitable Book-Merchandising

By Charles L. Pollard

VI
Knowing the Community

AT first thought such a maxim as "Know your community" would seem superfluous. But a glance at the dead stock —quantities of it—in the average bookstore is evidence enough that it is a maxim which needs to be studied, since in most instances left over books are due to lack of knowledge of the community. Surplus stock is often the visible evidence of this lack of information, but booksellers often lack, too, knowledge of the numerous opportunities thru which many books might be sold. There are items whose appeal is constant in all the land, the standard authors, the best sellers, the local variations in popularity of which the local bookseller can not but have marked, but the bookseller must also handle casual, single sales, representing the bookish idiosyncrasies of individuals.

Not infrequently such out of the ordinary sales point to a new field of profit, to a growing interest in a heretofore unnoticed class of books or authors. This interest may be momentary but lucrative. Generally such a demand will develop until the bookseller must meet it, tho it can and should be exploited. But such sales may also indicate a developing opportunity, a community interest latent or just catching fire and which the book dealer can fan to his own advantage.

By careful study and analysis of his community, the successful dealer will know what his potential customers are doing, where their attention is, what their chief interest is, their recreation—their life, and thru this knowledge he will be enabled to glean his just share of that territory's wealth.

The first survey should, naturally, seek to establish the atmosphere of the town as a whole; tho such a study is as a rule little needed since each community, in no indefinite terms, impresses its wants upon the bookseller. Dealers in an industrial town and in an agricultural district will quite unconsciously adapt themselves to the divergent needs of their different territories. There are civic enterprises that incorporate the whole population; community interests that are all-inclusive and make one of the many groups that must also be understood separately. Different in each town and ever-changing there, community pursuits demand close study and versatility of approach, and, being the dominant tone, are important almost beyond the possibility of over-emphasis.

Knowledge of his community enables the book dealer to do two things; buy exactly, or relatively so; and to dispose of his stock when bought. It is impossible either to buy successfully or sell successfully in general and at large; both must be in relation to *group* markets, whether large or small. With a knowledge of these group markets, the dealer can practically count the number of copies of a title he will need; and the same knowledge will make possible *directed* merchandising, if not direct selling.

A store in a manufacturing town, e.g., may sell as its chief line books that are decidedly light and cheap—popular copyrights and paper backs. But there are the groups of skilled labor, departmental heads, etc., who are a good ground for books pertaining to their trade or department, on processes, accounting, distribution and all that number of specialized activities so successfully cultivated by the correspondence schools. The ministers and some of the professional men will form a group that will buy the best fiction and non-fiction. There will be the social group with its demand for entertainment and for the new. A city in an agricultural district w. ' be entirely different in its specialized groups, but some groups will be equivalent for bookselling purposes. These groups are the personalities of a trade territory; their needs and number must be ever in mind.

Knowledge of these groups—what groups there are and the number in each, who are among which store's clientele, etc.—is easily learned in all instances; in some it fairly thrusts itself upon the dealer. Knowing them, he need never have a quantity of dead stock on hand from too enthusiastic buying. Knowing them—a hundred ways to make contact with them, to exploit them, to secure their trade and to sell to them increasing quantities, will suggest themselves to the wide-awake book dealer. The other papers in this series have outlined various ways.

While knowledge of the community is not the only element in successful book-merchandising, because active and intelligent action based upon this knowledge is also very important, yet it is the absolute prerequisite of any bookselling success.

Record of American Book Production, August, 1925*

Classification	New Publications			By Origin			
					English And other Foreign Authors		
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
Philosophy	14	1	2	12	—	5	17
Religion	67	2	12	66	2	13	81
Sociology	45	1	30	67	2	7	76
Law	11	4	1	16	—	—	16
Education	9	—	2	10	—	1	11
Philology	10	1	—	5	5	1	11
Science	19	4	35	52	—	6	58
Technical Books	22	8	5	30	1	4	35
Medicine	13	5	4	21	—	1	22
Agriculture	8	1	10	19	—	—	19
Domestic Economy	2	1	1	4	—	—	4
Business	13	2	10	25	—	—	25
Fine Arts	10	—	2	5	—	7	12
Music	7	1	—	2	—	6	8
Games	5	—	5	8	—	2	10
General Literature	24	2	2	15	1	12	28
Poetry—Drama	47	4	15	52	7	7	66
Fiction	96	50	1	113	22	12	147
Juvenile Books	58	11	—	50	4	15	69
History	34	5	5	33	1	10	44
Geography	22	5	4	16	2	13	31
Biography	37	3	1	23	1	17	41
Miscellaneous	2	—	5	7	—	—	7
	575	111	152	651	48	139	838

* In August, 1924, 515 new books, 118 new editions, 142 pamphlets, were recorded, a total of 775.

Further Discussion on the Order-Direct

SINCE the issue of September 12th printed the result of the information sent in by booksellers in reply to questions about the use of the order-direct, other letters have come to hand, and one of these carries such sound and impartial comment on the general problem of the order-direct business that it is printed herewith.

"I think, of course, that the publisher has his side of this problem but it can not be solved as has been suggested. There will always be occasions when the most efficient way of filling an order will be to have the publisher mail it direct. The remedy as I see it is for the bookseller to use greater care in sending in his special orders to try to combine them whenever possible with other copies of the same book or other titles from the same publisher. This means a more efficient supervision of this phase of his business upon the part of the individual bookseller.

"The remedy upon the part of the publisher also means a more careful analysis of this type of business. Whenever a publisher's record shows that some bookseller is imposing and asking the publisher to do too much of the work that should naturally fall upon himself, let him deal with that case individually. If it is evident that a bookseller is not carrying an adequate stock and is using the publisher to enable him to carry on what is a sort of mail-order business, he can not expect to receive the same discounts and treatment that the other booksellers do.

Publishers know who these offenders are and they can be cured without making the whole trade suffer. The remedy certainly does not lie in shortening the already too small minimum discount. The taking and sending of orders for single books is a very important phase of the business of bookselling, and, if the economics of publishing do not permit a large profit to the publisher, neither do they do so to the bookseller. As was so aptly said in the *Publisher's Weekly* editorial, we must bear the burden together and cooperate in this small thing for the good of the trade as a whole."

An A. B. A. Page

News and Notes of the American Booksellers' Association

By Walter McKee, Pres., and Ellis W. Meyers, Exec. Sec'y

WE hope that every bookseller in the country, whether he is an A. B. A. member or not, has carefully gone over the plans for Children's Book Week. A complete outline has been sent out by the Publishers' Association in the *Year Round Bookselling News*. In addition to the *News*, the Association sent not only its own folder, but one from the General Federation of Women's Clubs as well.

This latter organization is working wholeheartedly to make the Week a success and will probably be a big factor in doing so. Women's clubs everywhere are instructed as to the best ways to do their share. Thousands of women are hearing of Children's Book Week, and so entire families are talking about it.

The bookseller has, in this program, an unusual opportunity to get in a great deal of good ground work, and to establish himself firmly in many places. By cooperating with the women's clubs of his town he can make many friends.

Every bookseller ought to order as much of the publicity material that the Publisher's Association furnishes as he can. It is all good and, if used in the right way, will produce results, not only in immediate children's book sales but in future sales.

Our work on the Telegraphic Delivery plan is progressing nicely. A story is being sent this week to all newspapers for publication October 1. The Associated Press is carrying it, and copies have been sent to all of our members so that it may be given to local papers in the various communities. The Western Union dodger is ready for distribution thru the Telegraph Company's offices, and we are daily receiving orders for our own dodgers which will soon be printed.

Those members of the Association who have not ordered the dodgers should do so at once. Non-members who are interested (and every bookseller ought to be) may receive information by writing this office.

There seems to be a great deal of interest in book shows, exhibits and fairs. We understand that a number of booksellers have participated in some of the local ones and would appreciate receiving some information about them. May we ask those of you who have exhibited this summer to let us know what was done and whether the results obtained were satisfactory?

It is really too bad that those persons who have already signified their willingness to use the Clearing House—do without this service until some of our slower members decide. We think of "Eventually—Why not now?" and wonder what is holding us up. This department is designed to save money for the bookseller and aid him in buying books from the New York publishers. The character and standing of those members who have endorsed the plan by sending in their signed agreements is such that there is no doubt that it is very much worth while.

Is it completely understood? All of your orders to New York publishers will be sent to the Clearing House (saving quite an amount of postage). They will be distributed at once to the publishers who will deliver the books (providing they have them) that day. Books from all of them will be packed in one enclosure and sent out at once or at any time you desire in accordance with any instructions you may want to give. The charge is $1.50 for each case (weighing up to 200 pounds) F. O. B. New York.

Compare the costs of receiving books by freight, express and parcel post. (A rate list was published in the *Publishers' Weekly* of July 18.) Add the packing charge to your freight cost and you will see that in most cases you save quite a bit.

And there will be very little, if any, time lost.

Don't hold up the others. Come in now.

E. W. M.

In the Book Market

MARGARET DELAND has written Harpers a most enthusiastic letter about Anne Parrish's "The Perrenial Bachelor," which is to be used on a new jacket.

ROBERT NATHAN'S "Jonah" published by McBride in the spring, has just been published in England by Heinemann under the title, "Son of Amittai."

EVEN IN A YEAR unusually productive of biography, Lord Grey's "Twenty-Five Years" is spoken of everywhere as the outstanding biography of the year.

JAMES STEPHEN'S "Mary, Mary" is to be reissued by Macmillan under the title which it originally bore in England, "The Charwoman's Daughter."

THE AUTHOR of "The Mushroom Boy" one of the most praised of last year's juveniles, has written a sequel, "Singing Feathers."

THE FOURTH of the Rider's Guides, our American Baedeker, is to be published by Macmillan this fall. The new volume is "California."

IN "WIVES," Gamaliel Bradford makes historical studies of some half dozen women who depend on their husbands for their place in history, yet all but one seem to have been superior to the man who made them famous.

ONE OF THE "WIVES" is Theodosia Burr, wife of Aaron Burr. True to Mr. Bradford's contention, tho Theodosia has but a chapter, Aaron Burr is the subject of a two volume biography by Samuel Wandell & Meade Minnigerode, published by Putnam.

THIRTY YEARS AGO Appleton first published "The Red Badge of Courage." This year they are publishing a new memorial edition, with new biographical material, of interest to the collector, furnished by the Stephen Crane Memorial Association. Knopf is publishing the definitive edition of Stephen Crane in 12 vols.

EVERYONE is interested in modern French artists now. Frank Maurice is publishing biographies of "Paul Gauguin and Paul Cezanne"; Houghton has issued "The Tragic Life of Vincent Van Gogh" and Knopf is bringing out "Renoir: An Intimate Record" this fall.

"WHEN WE WERE VERY YOUNG" which is still second only to "Diet and Health" on the list of best sellers, is to be published in a special Christmas edition.

HOLT is reissuing "Democracy," by Henry Adams, a novel originally published anonymously while the brilliant author of the "Education of Henry Adams," was occupying a conspicuous political post.

BRET HARTE has always been one of our most romantic and mysterious literary figures. His letters have been assembled by his son, and are to be published this fall, throwing much light on his romantic career.

PERHAPS no one will appreciate Annie Russell Marble's book on the Nobel Prize winners so much as the *Publishers' Weekly,* which in its capacity of general information bureau has been answering questions about the winners in a very sketchy manner for a long time.

ELIZABETH MACKINSTRY, whose charming illustrations in the manner of Claud Lovat Fraser, have enhanced many a volume, is both author and illustrator of a volume of poems for children to be published by Doran this fall, it is called "Puck in Pasture."

THERE HAS BEEN a revival of interest in Stendhal this fall. Appleton has published the famous "Chartreuse of Parma" and Boni and Liveright are publishing a complete unabridged edition in about ten or twelve volumes. Stendhal, who wrote so well of romantic adventure, has been so difficult to obtain in English that he has had to submit to an audience of the few.

THE LONG-PROMISED LIFE of James Whitcomb Riley has been completed by Marcus Dicky and is to be published by Bobbs-Merrill this fall.

HENDRIK WILLEM VAN LOON'S "Tolerance" ought to be as popular as "The Story of Mankind." The widespread interest in the Scopes trial is only one of many reasons for predicting a large public for a book in popular style on freedom of thought.

KEITH PRESTON is known for his witty verse on bookish subjects, not only to the large body of readers of the Chicago *Daily News* but to all readers of the *Publishers' Weekly,* whose editors are continually quoting him. His new book, "Top o' the Column," is being published by Covici.

"MESA, CAÑON, AND PUEBLO" is based on Charles F. Lummis' previous much smaller book, "Some Strange Corners of Our Country." The illustrations are new.

CROWELL is bringing out a new edition of "A Treasury of Verse For Little Children." It is illustrated by Willy Pogany.

JUST AS NO FALL WARDROBE is complete without a pirate hat, so no fall list is complete without a pirate book. Crowell is publishing a new edition of the "Boys' Book of Pirates," tales from the time of Caesar to the Spanish Main.

THE POET BYRON is the hero of E. Barrington's "The Glorious Apollo," a novel with a background of fact. The poet's daughter, Allegra, is the heroine of another new novel, "St. Helios," by Anna Robeson Burr. This novel speculates on what would have become of Allegra if she had grown up.

A THIRD VOLUME of Anatole France illustrated by Frank C. Papé is being published by Dodd Mead this fall, "Penguin Island."

THE INTEREST in early American furniture and other household equipment has grown so rapidly of late that Mary Harrod Northend's "American Glass" is sure to be in demand.

MORE THAN TWENTY MILLION copies of Charles M. Sheldon's "In His Steps," translated into more than twenty languages, have been sold. The story of the writing and distribution of this book is only one of the interesting chapters of the biography of the author, which appears this fall.

AMONG ALL THE BACKGROUNDS that a novel may have, the office has been rather surprisingly ignored. Nathan Asch has written a novel called simply "The Office." His method of development is both unusual and dramatic.

IF COLOR is to be the notable feature in fall fiction this year, we must consider *red* as a leading candidate for first honors. Already we have "The Red Lamp," "Red Ashes," "The Red Cord," "Red Blossoms," "Red Diamond" and "Red Heels."

THE DATE for the publication of Carl Sandburg's "Abraham Lincoln; The Prairie Years" has been fixed for Lincoln's Birthday. Few books of biography have aroused wider anticipation.

THE NEW EDITION of Louis Untermeyer's anthologies (Harcourt) have been planned with most excellent typographical taste. The "Modern American Poetry" is now a book of 600 pages and "Modern British," 400. The biographical and critical notes are extremely valuable and should lead many readers to purchase the separate volumes of poet's works.

A DECIDEDLY INTERESTING piece of bookmaking is "What'll You Have?" by Oliver Herford and Karl Schmidt, Henry Holt & Co. It is a farce with temperance as the theme. The lining papers are reproductions of two old Currier and Ives prints, called "The Fruits of Temperance" and "The Fruits of Intemperance," which formerly hung in a hotel bar-room. The cover is a bright and clever picture by Herford.

"THE PRACTICAL BOOK OF HOME REPAIRS" is a book which ought to be popular in this season of fall housecleaning and refurbishing.

Year-Round Bookselling Program

Announcements from National Association of Book Publishers' Office

Books for Prizes

SILVER, lingerie, and linens have long been the hostess' choice for bridge party prizes. Why not suggest that books be selected as prizes this season? A new novel which is being widely talked about makes a very acceptable gift and will give far more pleasure to the prize-winner than a useless knick-knack.

Suggest books also as favors for parties. They will appeal to every guest. A hand-lettered card in your window, a line in your newspaper advertisement, short lists of books recommended for prizes and favors in circulars mailed to customers, will bring good results.

Christmas Poster

A NEW Christmas poster is being designed by Maude and Miska Petersham for the use of booksellers during the holiday season. It will be ready for distribution immediately after Children's Book Week.

Hundred Copy Sale

THE sale of books for business gifts at Christmas-time, successfully handled by a number of booksellers last year, will be even more profitable to the trade this holiday season, if more aggressive promotion is given the idea.

Business executives usually give their employees, associates and customers gifts to express the good wishes of the firm, and the dignity and appropriateness of books for these Christmas gifts cannot be questioned.

Orders are often placed months in advance for several hundred boxes of candy, or some other ephemeral form of greeting. Why not write or call upon employers, suggesting the selection of books this year? One hundred copy sales are worth special attention and the presentation of books *from your bookstore* to many of your townsmen will add to your prestige.

Dates to Remember

NATIONAL Picture Week, Oct. 12th to 22nd, under auspices of American Art Bureau, 166 W. Jackson Blvd., Chicago. Books on the history of art, painting and allied subjects should be displayed by dealers during the Week. See article and list in *Publishers' Weekly* of August 29th.

Children's Book Week, Nov. 8th to 14th. See list of publicity material available to dealers, below.

American Education Week, Nov. 16th to 22nd, under auspices of United States Bureau of Education, Washington, D. C.

Thanksgiving, Nov. 26th. Books by local authors should be shown, as Thanksgiving is a homecoming time.

Universal Bible Sunday, Dec. 6th, under auspices of American Bible Society, Federal Council of Churches, and International Council of Religious Education. Special circulars on promotion of Bible and religious book sales free on request from Publishers' Association, 25 West 33rd St., New York City.

New Mailing Cards

ORDERS are being received daily for the cards designed by the National Association of Book Publishers for the bookseller's record of his customers' special interests. One side of the card includes space for name and address of customer and a list of seventeen subjects to be checked by the customer. The reverse side has space for dealer's address and for a general announcement of the bookstore's service. Sample cards will be sent to any bookseller on request. The price is $4.50 for 500, imprinted, $8.00 for 1000. Order from N. A. B. P., 25 W. 33rd St., New York City.

The card is designed as an enclosure with monthly statements, lists and letters, and may be tucked in books on display tables, and in gift packages. The returned cards

serve as the basis for the building up of an active mailing list, invaluable in keeping the service of the bookstore before the public.

Book Week Check List

THE National Association of Book Publishers, 25 W. 33rd St., New York City, has prepared the following posters and circulars for the use of booksellers, librarians, teachers, and club chairmen in the promotion of Children's Book Week. Book dealers are urged to order copies of the circulars for distribution to "key people" in their communities and to m mbers of the local Book Week Committee.

Poster, designed by Jon Brubaker, "After all, there is nothing like a good book," pictured in *Publishers' Weekly,* September 12th.

Card miniatures of Brubaker poster, reverse blank for local printing of lists, program, etc., $1.00 per hundred.

Jessie Willcox Smith poster, "More Books in the Home."

Card miniatures of posters, reverse blank, $.75 per hundred.

Slides, poster design, with imprint, $.50 each.

Circular for teachers, "Book Week Proties." A general circular describing an ideal observance of Book Week.

Circular for teachers, "Book Week Projects," prepared by National Congress of Parents and Teachers, Committee on Children's reading.

Club program suggestions, prepared by General Federation of Women's Clubs, Division of Literature.

Book Film List, selected by National Board of Review of Motion pictures.

List of recent magazine articles on children's reading.

Travel Book Campaign

THE National Association of Book Publishers is working with the Save-to-Travel Association and the Trans-Atlantic Passenger Conference on the details of a big travel book campaign for the month of January. Bookstores will be assured of the cooperation of local ticket agencies and of several hundred banks which are members of the Save-to-Travel Association.

Sales Jump in August

FIRST reports of August sales tabulated by the Federal Reserve Banks are that August was 7% larger than August of last year. Larger sales were noted in all reserve districts except Minneapolis, and the largest increases were in New York, Chicago and St. Louis. Sales in mail order houses were 20% greater than last year.

Boston as a Distributing Center

THE state census of Massachusetts is being issued in bulletins which show that Massachusetts is now past the 4 million mark and that the Boston metropolitan area, covered in a district within ten miles of Boston, has reached a population of 1,657,000, tho Boston itself has a population of only 781,000. This large figure of the close metropolitan district is the reason for the large retail sales of that district as compared to cities of supposedly larger population. By the standards of city area commonly included in American municipalities, Boston is the fourth largest population center in the country and is higher than that in book distribution.

Collecting Trollope

DURING the past year or two, Anthony Trollope has either led or stood close up to the top of the list of English authors regarded as the most popular with English collectors of first editions of modern authors, according to the analysis published monthly in *The Bookman's Journal.* This has been a good deal of a surprise, for until recent years collectors have paid little attention to Trollope. The first book of this Victorian novelist appeared in 1847. His period of authorship lasted thirty-five years during which he wrote forty-seven novels, five books of short stories, four books of travel, three of essays, a life of Cicero, and edited an edition of Caesar, in all sixty-six titles and one hundred and thirty-four volumes. He had relations with sixteen different publishers. Most of his books were successful, and few were failures. The difficulty of the collector is in finding copies in good condition because most of them were read to death, or on the other hand, have become obscure because they were not read at all.

Business Address at Top of Labels

IN printing a proposed specimen label for order-direct business in the *Publishers' Weekly* of September 12th, the mistake was made of putting the business card of the bookshop in the lower edge of the mailing label rather than the upper edge or upper left-hand corner. The postal authorities are re-emphasizing the importance of putting business cards in the upper edge, as on envelopes, and business stationery should take cognizance of this regulation. Another excellent plan is to put under the business card the words "Return if not delivered, return postage guaranteed." This will save much time in getting things back which may have gone astray.

New York Bookselling Course Begins Oct. 7th

REGISTRATION for the fall series of lectures on bookselling may now be made at the registrar's office in the College of the City of New York at 23rd St. and Lexington Ave. The instruction fee for the course of 15 lectures is $10 and the registration fee $2. Classes will be on Wednesday evening beginning at 6:45 and ending at 8:23. As in a similar series in the spring, part of the time is to be given to the lecture and part of the time to the general discussion and demonstration. This course will not differ materially from the course of last spring, except by what the directors have gained from that experience.

The initiative for the course has come from the National Association of Book Publishers, which stands sponsor for the series, and the details are in charge of Marion Humble, executive secretary of that association, 25 West 33rd Street, from whom circulars can be had.

The general direction of the course will be handled by B. W. Huebsch and Frederic G. Melcher, with other instructors on special subjects. The first lecture on October 7th will be on "The Business and Profession of a Bookseller;" October 14th, "Historical Sketch of the Rise and Progress of Bookselling;" October 21st, "Organizing and Stocking a Bookshop;" October 28th, "Reference Books, Trade Periodicals, etc."

Obituary Notes

LEWIS FRANK TOOKER

LEWIS FRANK TOOKER, for forty years connected in an editorial capacity with the *Century Magazine* and at the time of his death an associate editor died September 17 at Greenwich, Conn. He was born in 1855 at Port Jefferson, L. I., of seafaring stock and spent much of his early life on ships owned by his family. He was graduated from Yale in 1877, and from 1882 to 1885 was Deputy Clerk of Suffolk County, New York. Later in the same year he became a member of the editorial staff of the *Century*. He was an author of short stories and verse. Among his more important books are, "The Call of the Sea" 1902; "Under Rocking Skies" 1905; "Life of Paul Jones" 1915; "The Middle Passage" 1920; and "The Joys and Tribulations of an Editor" 1924.

EDWARD M. LEAVINS

EDWARD M. LEAVINS, salesman for the American branch of William Collins Sons & Company, died suddenly on September 19th while on a business trip in Boston. For many years, he represented John C. Winston Company, and, on severing his relations with them, he formed business connections with the Stetcher Lithographic Company of Rochester to publish and sell under his own firm name their product of toy books and novelties. Five years ago, he engaged with the Collins agency to market its line of Bibles and standard classics. His many close friends in the trade will remember him with affection, while mourning his untimely death. He was about fifty-five years old.

JOHN HOWARD JEWETT

JOHN HOWARD JEWETT, 82 years old, veteran of the Civil War and author of "Bunny Stories" and many other children's stories popular a generation ago, died in Syracuse on September 18th. His "Bunny Stories" appeared in 1900 and were followed by a long series of juvenile books, including five volumes of "Christmas Stocking Stories," ten volumes of "Little Mother Stories," and four volumes of "Grandmother Goose Stories."

Changes in Price

JOHN WILEY & SONS, INC.

Whitman's "Household Physics" is advanced from $1.90 to $2.50.

THE CENTURY CO.

Beginning Oct. 1, the list price of the following titles will be $2.00 each:
Parkman's "Heroes of Today."
Parkman's "Heroines of Service."
Parkman's "Fighters for Peace."
Roosevelt and Lodge's "Hero Tales from American History."

ARNOLD COMPANY, Arnold, Md.

"Diane de Turgis" by Prosper Mérimée, from $1.50 to $2. "Map of the World of Knowledge" by Sidney Morse. Corr. price, $1.50.

Change of Address

IN the index to publishers' catalogs in "The Trade List Annual" this year, the following should be noted as correct addresses:

Franklin & Charles, Lancaster, Pa.
W. J. Kleinlein Publishing Co., Columbus, O.
Knox Business Book Co., Oak Park, Ill.

Business Notes

AUSTIN, TEXAS.—The Personal Service Book Shop is now in a permanent location at 2011 Guadalupe Street, Twenty-First Street, corner of University Campus, and Lorraine Sherley has joined Nell Andrew in the enterprise and is to have charge of the modern book department. A rental library will also be established. Miss Andrew will continue to develop the plans for the rare book business, to include first editions, books on Texas, etc., and will continue the connection as purchasing agent for both the Wrenn and Garcia collections in the University of Texas.

COLUMBUS, O.—The trustees of the Ohio State University have decided that the University Co-operative Supply Company cannot hereafter operate on the campus. This was a company formed at the suggestion of some of the faculty, in order to reduce the prices on textbooks for students. The company was given the encouragement of free rent and special location. This caused criticism from business firms operating on a rental basis and serving the needs of the university, and protests and criticism of the ethics of the University in granting such subsidy have brought about the rescinding of the permission.

HONOLULU, H. I.—The Honolulu Paper Co. has bought over and will hereafter conduct the business of The Hawaiian News & Thrum's, the oldest book and stationery house in the island. The president will be G. Stanley McKenzie; manager, Stanley S. Taylor. The name of the Honolulu Paper Co. will be the one to continue, it is the largest wholesale paper house in the city.

LOUISVILLE, KY.—The Baptist Book Concern of Louisville, Ky., one of the largest outlets for religious books in the south, has been taken over by the Baptist Sunday School Board at Nashville, Tenn., in its chain of religious bookstores which are being reorganized by Dr. Van Ness and H. C. McGill. This store and the one in Dallas are the largest outlets of the chain and probably the largest of any outlets for religious books in the south. The Louisville concern is a supply headquarters of textbooks for the Southern Baptist Theological Seminary in Louisville, the largest theological seminary in the country, and the one in Dallas serves the Southwestern Theological Seminary.

NEW YORK CITY.—On the expiration of their lease at 19 West 44th Street, Henry Holt & Co., are to move to the big new building at 1 Park Avenue which is now approaching completion. This location is a stone's throw from Harper's new building on 33rd Street and a few blocks from the Fourth Avenue publishing center. The owners of the building report that they are in negotiations for space with other publishing houses.

TIENTSIN, CHINA.—Merwin Magill who is managing the book business of La Librairie Français, desires current catalogs of American publishers. The business is of books both in French and English.

Personal Note

EARL F. LEDERER, sales manager of Brentano's, because of a nervous breakdown, is taking several months' rest in Sharon, Mass. He will return to Brentano's, January 1.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus; [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.): D (12mo; 20 cm.): S (16mo; 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Achad, Frater

The anatomy of the body of God. various p. il. Q '25 Chic., C. Stansfeld Jones, Collegium ad Spiritum Sanctum, Pub'n Dept., Box 141 $15

Adams, Elbridge L.; [and] Zelie, John Sheridan

Joseph Conrad, the man; [and] A burial in Kent; lim. ed. 90p. front. O '25 N. Y., Wm. E. Rudge bds. $10

Aikman, Duncan, ed.

The taming of the frontier; by ten authors. 333p. il. O c. N. Y., Minton, Balch $3

Articles on some western cities in their youth—El Paso, Ogden, Denver, St. Paul, San Francisco, Portland, Kansas City, Cheyenne, San Antonio, and Los Angeles.

Alexander, Hartley Burr

Manito masks. 209p. il. O [c. '25] N. Y., Dutton bds. $3.50

Dramatizations, with music, of American Indian spirit legends.

Baldwin, Mrs. Alfred

The pedlar's pack. 397p. il. (pt. col.) D [n. d.] N. Y., Stokes $2.50

A book of fairy tales.

Barbour, Ralph Henry [Richard Stillman Powell, pseud.]

Right half Hollins. 288p. il. D c. N. Y., Dodd, Mead $1.75

A story of football at Alton Academy.

Bays, Alfred William

Business law; rev. ed. 500p. D (Read system of commercial texts) '25 c. '19, '25 N. Y., Macmillan $1.40

Blake, Vernon

Relation in art; being a suggested scheme of art criticism with which is incorporated a sketch of a hypothetic philosophy of relation. 350p. il. O '25 N. Y., Oxford $6

Bles, Joseph

Rare English glasses of the seventeenth and eighteenth centuries; lim. ed. various p. il. Q '25 Bost., Houghton $25

Bolton, Willa

Our state; a geographical reader of Mississippi. 320p. (bibl. footnotes) il. maps D [c. '25] Richmond, Va., Johnson Pub. Co. $1

A reader for the sixth grade.

Bonar, Lee, and others

A laboratory guide for a course in general botany. 106p. O '25 N. Y., Wiley $1.25

Borden, Mrs. Lucille Papin

Gentleman riches. 387p. D c. N. Y., Macmillan $2.50

A novel of England and Africa, which is also a vehicle for the teaching of Catholic beliefs.

Bourne, Henry Eldridge and Benton, Elbert Jay

A history of the United States; rev. ed. 730p. (bibl.) il. (pt. col.) maps D '25 N. Y., Heath $1.96

Brady, Loretta Ellen

Loyal Mary Garland. 283p. front. (col.) D c. Garden City, N. Y., Doubleday $1.75

The story of a California high school girl who was loyal in nature as well as in name.

Barnes, Mrs. Stella Catherine, and Beldam, Ariadne

Personal attractiveness, and, The art of dressing. 65p. D '25 Phoenix, Ariz., Manufacturing Stationers apply

Black, John D., and Gray, L. C.

Land settlement and colonization in the Great Lakes states. 88p. maps O '25 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

Brandon, Joseph Franklin

Crop rotation and cultural methods at the Akron (Colorado) field station in the 15-year period from 1909 to 1923. 28p. diagrs. O (U. S. Dep't of agriculture, bull. no. 1304) '25 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

Bragg, Sir William Henry
The crystalline state. 32p. il. diagrs. O (Romanes lecture) '25 N. Y., Oxford 70c.

Brightman, Edgar Sheffield
Religious values. 285p. (bibl. footnotes) O [c. '25] N. Y., Abingdon $2.50
Considering the meaning and worth of religion as an actual human experience.

Brightrall, William Clemens
Tip o' the tongue. 59p. D (Contemporary poets, 22) [c. '25] Phil., Dorrance bds. $1.50

Brill, Ethel Claire
The island of yellow sands. 308p. il. D c. Phil., Macrae-Smith $2
Two colonial boys' adventures in the primitive country around Lake Superior.

Brueckmann, J. George, jr.
Aflame and afield. 76p. D [c. '25] Phil., Dorrance bds. $2

Burch, Ernest Ward
The ethical teaching of the gospels. 238p. (bibl.) D (Abingdon religious educ. texts, college ser.) [c. '25] N. Y., Abingdon $1.25

Butler, Ellis Parker
Pigs is pigs; il. by Paul Carruth. 37p. D '25 c. '06 Garden City, N. Y., Doubleday $1

Calvert, Maude Richman
Everyday living for boys and girls. 205p. (7p. bibl.) il. D c. Atlanta, Ga., Turner E. Smith Co. 80c.
A health book for children of school age.

Campbell, Alexander
Delusions; an analysis of the Book of Mormon, with an examination of its internal and external evidences, and a refutation of its pretenses to divine authority. 16p. D ['25] Salt Lake City, Morgan-Bruce Bk. Co. pap. $1
A reprint of a pamphlet originally published in Boston in 1832, to disprove the origin of the Book of Mormons as explained by Joseph Smith, Jr.

Capek, Karel
Letters from England; tr. by Paul Selver 191p. il. D '25 Garden City, N. Y., Doubleday bds. $2
The author of "R. U. R." visits England and gives us his impressions in a gently satiric manner.

Carpenter, Frank George
Japan and Korea. 324p. il. maps O (Carpenter's world travels) c. Garden City, N. Y., Doubleday $4

Carter, Russell Gordon
A patriot lad of old Salem. 222p. il. D c. Phil., Penn $1.50
Three boys accompany John Paul Jones on his mission to France, at the beginning of the Revolutionary War.

Case, Francis Higbee, ed.
Advertising the church. 160p. il. D [c. '25] N. Y., Abingdon $1.25
Suggestions by church publicity directors.

Cohen, Julius Berend, and Ruston, Arthur Gough
Smoke, a study of town air; new enl. ed. 119p. (bibl. footnotes) il. diagrs. O '25 [N. Y., Longmans] $3.20

Colclough, J. C., D.D.
The spirit of John Wesley Gilbert. 108p. (bibl.) D c. Nashville, Tenn., Cokesbury Press $1
The biography of a Methodist Sunday School leader.

Coleman, Bessie Blackstone, and others
The pathway to reading; 2nd and 3rd readers. 190p.; 253p. il. (col.) D [c. '25] N. Y., Silver, Burdett 76c.; 84c.

Collodi, Carlo, pseud. [Carlo Lorenzini]
The adventures of Pinocchio; 3rd ed. tr. by Carol Della Chiesa; il. in color by Attilio Mussino. 403p. il. (pt. col.) Q [n. d.] N. Y., Macmillan $5

Cowan, John
The science of a new life; new rev. ed. by Dr. R. Guerard. 316p. il. D '25 N. Y., J. S. Ogilvie $2.50

Burch, Dallas Stockwell
Some tested methods for livestock improvement. 22p. il. O (U. S. dep't of agriculture, misc. circ. no. 33) '25 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

Bureau of Women in Industry
The health of the working child. 91p. il. O (N. Y. Dep't of labor, special bull. no. 134) '25 Albany, N. Y., N. Y. State Dep't of Labor pap. gratis

Canada as a producer and exporter of wheat. various p. (bibl. footnotes) map, diagrs. Q (Wheat studies of the Food research inst.) c. Stanford Univ. P. O., Cal., Food Research Inst. pap. $2

Cannon, Walter R.
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Steps toward preserving peace, The court situation. various p. (bibl. footnotes) D (World peace found. pamphlets, v. 8, no. 4) '25 Bost., World Peace Found. pap. 5c.

Russell, Ellsworth Zouave
Swine production. 32p. il., diagr. O (U. S. Dep't of agriculture, farmers' bull. no. 1437) '25 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

Scott, Sir Walter

Tales of a grandfather; being the history of Scotland from the earliest period to the union of Scotland and England; abridged by Elsie M. Lang. 254p. il. (col.) D [n. d.] N. Y., Stokes $2

Scudder, Janet

Modeling my life. 305p. il. O [c. '25] N. Y., Harcourt $3.50

The life story of a distinguished American woman sculptor.

Sieveking, L. de Giberne

The ultimate island. 340p. front. (map) D '25 N. Y., Internat'l Publishers $2

A strange adventure telling how two women risked everything for the men they loved.

Sinclair, Grant

The woman thou art. 320p. D [c. '25] N. Y., Macaulay $2

The romance of Kirby Braden of one of California's best families and Marie Louise, a dancer on the Barbary Coast.

Sirrell, Lawrence N., D.D.

As He said. 115p. D (Contemporary religious thought) [c. '25] Phil., Dorrance $1.50

Small, Albert A.

The children of Union. 305p. D [c. '25] Tulsa, Okla., Union Pub. Co. $1.50

A novel dealing with church work.

Smith, Oswald J.

The revival we need. 125p. D [c. '25] N. Y., Christian Alliance Pub. Co. 85 c.; pap. 35 c.

Smith, Wallace

Oregon sketches. 259p. il. O '25 c. '24-'25 N. Y., Putnam $2.50

As its name indicates, a collection of Oregon sketches—chatty accounts of adventures on and off the trail in the great Northwest.

Starbuck, R. M.

Modern plumbing illustrated; 4th ed. rev. and enl. 407p. il. Q '25 N. Y., N. W. Henley $5

Steuart, Mary D.

The romance of the Edinburgh streets. 254p. il., maps D [n. d.] N. Y., Dutton $3

An anecdotal guide to modern and historical Edinburgh.

Symon, James David

Byron in perspective. 310p. (bibl. footnotes) D '25 N. Y., Stokes $3

A biography of the British poet.

Tabor, Margaret E. Warden

Pioneer women. 126p. il. D '25 N. Y., Macmillan $1

The lives of Elizabeth Fry, Elizabeth Blackwell, Florence Nightingale and Mary Slessor.

Talley, Charlotte

Ethics, a text-book for nurses. 153p. (bibl. footnotes) D c. N. Y., Putnam $1.50

Tappan, Eva March

The little lady in green, and other tales. 226p. il. D c. Bost., Houghton $1.75

A book for boys and girls, based upon a collection of stories from different countries, made by Richard Bergstrom and published in Sweden some years ago.

Thomas, F. W.

Week ends. 250p. D ['25] N. Y., Putnam $2

Sketches and stories, which have appeared in English newspapers.

Todd, J. A.

The science of prices; a handbook of economics (production, consumption and value). 276p. D '25 N. Y., Oxford $2

Trotsky, Leon, pseud. [Lev Davidovich Bronshtein]

Whither England? 191p. D c. N. Y., Internat'l Publishers $1.75

A prophecy of an English economic and political decline.

Untermeyer, Louis, ed.

Modern American poetry: a critical anthology; 3rd rev. ed. 650p. (1p. bibl.) O [c. '19-'25] N. Y., Harcourt $3

Modern British poetry; a critical anthology; rev. and enl. 400p. O [c. '20, '25] N. Y., Harcourt $2.50

Vane, Derek

The scar. 320p. D [c. '25] N. Y., Clode $2

A mystery story.

Venner, Norman

The imperfect impostor. 305p. D c. N. Y., Stokes $2

A fantastic story of mistaken identity.

Waldron, Webb, i. e. Ethelbert Webb

Shanklin. 334p. D [c. '25] Indianapolis, Bobbs-Merrill $2

Mark Shanklin's pursuit of a friend, who has vanished from his home town leads him to strange people and places in New York, Paris and Berlin.

Ward, Sir Adolphus William, and others, eds.

The Cambridge modern history atlas; 2nd ed. various p. maps (col.) O '24 N. Y., Macmillan $12

Sable, Charles F.

Forecasting the price of hogs. 22p. (bibl. footnotes) diagrs. O (Amer. economic rev., v. 15, no. 3, suppl. no. 2) c. Evanston, Ill., Amer. Economic Ass'n Northwestern Univ. pap $1

Thom, Douglas Armour, M.D.

Child management. 29p. O (Children's bur. pub'n no. 143) '25 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

Thompson, Laura Amelia, comp.

Federal control of child labor, a list of references. various p. O '25 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. apply

Wilkins, Lawrence A., comp.

French word and idiom lists. 32p. D c. Garden City, N. Y., Doubleday pap. 16c.

Spanish word and idiom lists. 32p. D c. Garden City, N. Y., Doubleday pap. 16c.

Yearbook of the League of Nations, 1925. various p. (bibl. footnotes) D (World peace found. pamphlets, v. 8, nos. 8, 9) '25 Bost., World Peace Found. pap. 25c.

Weiss, Albert Paul
A theoretical basis of human behavior. 443p. (16p. bibl.) O c. Columbus, O., R. G. Adams $2.50
The author is professor of psychology in Ohio State University.

White, Nelia Gardner
Mary. 224p. il. D c. Phil., Penn $1.50
A story for girls from seven to twelve.

White, Stewart Edward
Skookum Chuck. 296p. D c. Garden City, N. Y., Doubleday $2
An adventurous story of how a "soul physician" attempted to cure Roger Marshall's war heritage of total boredom with life.

Widdemer, Margaret
Ballads and lyrics. 116p. D [c. '25] N. Y., Harcourt $1.75
A volume of over fifty lyrics and longer poems, some of which are already well-known.

Wiggin, Kate Douglas Smith [Mrs. George Christopher Riggs] and Smith, Nora Archibald
Twilight stories. 240p. il. D c. Bost., Houghton $1.75
More tales for the story hour, the greater part of them written by Nora Archibald Smith.

Williams, W. E.
The craft of literature. 190p. D '25 N. Y., Internat'l Publishers $2
A critical survey of the chief types of literature, taken in historical sequence.

Wollison, L.
Practical D. C. armature winding. 240p. il., diagrs. (pt. col.) D '25 N. Y., Pitman $2.25

Wright, Frederick Adam
Greek social life. 264p. D (Lib. of Greek thought) '25 N. Y., Dutton $2
A collection of extracts from the dramatists, historians and orators of ancient Greece arranged so as to exhibit the manners and customs of Athens.

Wyman, Luther E., and Burnell, Elizabeth F.
Field book of birds of the southwestern United States. 332p. il. (col. front.) maps (col.) diagr. (col.) D c. Bost., Houghton flex. cl. $3.50; lea. $5

Young, Rida Johnson [Mrs. James Young]
Out of the night. 314p. D [c. '25] N. Y., W. J. Watt $2
A party of New Yorkers on a cruise chance on a coral island in the Bahamas where lives Asta Morgan, as fearless and untamed as her pirate ancestors.

Title Index to the "Weekly Record"

Does not include the material listed in smaller type

Adventures of Pinocchio, The. Collodi, C. $5 *Macmillan*

Advertising the church. Case, F. H. $1.25 *Abingdon*

Aflame and afield. Brueckmann, J. G. $2 *Dorrance*

Akiba. Lehmann, M. $2 *Jewish Forum Pub. Co.*

Anatomy of the body of God, The. Achad Frater. $15 *C. Stansfeld Jones*

Andrew Bride of Paris. Harrison, H. S. $2 *Houghton*

Argonauts of the south. Hurley, F. $5 *Putnam*

As He said. Sirrell, L. N. $1.50 *Dorrance*

Ballads and lyrics. Widdemer, M. $1.75 *Harcourt*

Barbara of Telegraph Hill. Perry, S. $1.75 *Stokes*

Beginning telegrapher, The. $1.25 *E. M. Roberts*

Brief notes on the Old Testament. McKay, E. J. $2 *Mitchell Pr. Co.*

British aphides, A list of. Davidson, J. $4.50 *Longmans*

Bush that burned, A. McClure, M. B. $2 *Minton, Balch*

Business law. Bays, A. W. $1.40 *Macmillan*

Byron in perspective. Symon, J. D. $3 *Stokes*

Cambridge modern history atlas, The. Ward, Sir A. W. $12 *Macmillan*

Cardinal ideas of Isaiah. Jecerson, C. E. $1.75 *Macmillan*

Cartwright (Thomas) and Elizabethan Puritanism. Pearson, A. $8.50 *Macmillan*

Children of Union, The. Small, A. A. $1.50 *Union Pub. Co.*

Christ of the Indian road, The. Jones, E. S. $1 *Abingdon*

Christianity and the Roman government. Hardy, E. G. $1.75 *Macmillan*

Christians of to-day. Pemberton, E. V. $1.25 *Longmans*

Church and printer's ink, The. Gilbert, R. V. $1.25 *Revell*

Commercial art and cartooning. Matthews, E. C. $1.25 *J. S. Ogilvie*

Conrad (Joseph), the man. Adams, E. L. $10 *Wm. E. Rudge*

Cornerstones of auction bridge. Ehlermann, C. $2.50 *Doubleday*

Cow range and hunting trail. Mackay, M. S. $2.50 *Putnam*

Craft of literature, The. Williams, W. E. $2 *Internat'l Publishers*

Crystalline state, The. Bragg, Sir. W. H. 70c. *Oxford*

Cuentos ticos. Guardia, R. F. $2.50 *Burrows Bros.*

David goes voyaging. Putnam, D. B. $1.75 *Putnam*

Days of the leaders. Lamprey, L. $2.50 *Stokes*
Days play. The. Milne, A. A. $1.75 *Dutton*
December the fourteenth. Merezhkovsky, D. $2 *Internat'l Publishers*
Delusions. Campbell, A. $1 *Morgan-Bruce Bk. Co.*
Devil's saint, The. Deamer, D. $2 *International Publishers*
Enchanted children, The. Pomeroy, V. T. $1.75 *Houghton*
England on the eve of the industrial revolution. Moffit, L. $3.50 *International Pubs.*
English grammar, Handbook of. Long, M. 80 c. *Harcourt*
Ethical teaching of the gospels, The. Burch, E. W. $1.25 *Abingdon*
Ethics. Talley, C. $1.50 *Putnam*
Everyday living for boys and girls. Calvert, M. B. 80c. *Turner E. Smith Co.*
Experiments. Morecroft, J. H. $2 *Wiley*
Export executive, The. Hough, B. O. $5 *Internat'l. Text Bk. Co.*
Failure of modernism, The. Horsch, J. 35c. *Bible Inst. Colportage Ass'n.*
Faith and success. King, B. $2 *Doubleday*
Field book of birds of the southwestern United States. Wyman, L. E. $3.50; $5 *Houghton*
Florida real estate law. Murphy, P. W. $7.50 *Royal Palm Press*
Food and health. Plimmer, R. $1.25 *Longmans*
Food buying and our markets. Monroe, D. $2.75 *M. Barrows*
For the luncheon interval. Milne, A. A. 75 c. *Dutton*
Ford (Henry)—America's Don Quixote. Lochner, L. P. $3 *Internat'l Publishers*
Foundations of aesthetics, The. Ogden, C. K. $2.50 *International Publishers*
Four years in the white north. Macmillan, D. B. $4 *Medici Soc.*
French debt problem, The. Moulton, H. G. $2 *Macmillan*
Future, The. Low, A. M. $2 *Internat'l. Publishers*
Gallery of rogues, A. Kingston, C. $3.50 *Stokes*
General chemistry. Deming, H. G. $3.50 *Wiley*
Geography games. King, M. 75 c. *Educat'l. Pub. Co.*
Gentleman riches. Borden, L. P. $2.50 *Macmillan*
Gold's gloom. Ryder, A. W. $2 *Univ. of Chic. Press*
Greek culture and the Greek testament. Hayes, D. A. $1.50 *Abingdon*
Greek ethical thought. Oakeley, H. D. $2 *Dutton*
Greek social life. Wright, F. A. $2 *Dutton*
Green blot, The. Gluck, S. $2 *Dodd, Mead*
Grip-fast history books, The ; bk. 4. Forbes, F. A. 90 c. *Longmans*
Guide to the use of libraries. Hutchins, M. $1.25 H. W. Wilson
His royal nibs. Reeve, W. E. $2 *W. J. Watt*
History and literature of the New Testament, The. Fowler, H. T. $2.50 *Macmillan*
History of Greek religion, A. Nilsson, M. P. $4.25 *Oxford*
History of the United States, A. Bourne, H. E. $1.96 *Heath*
Holiday round, The. Milne, A. A. $1.75 *Dutton*
How to teach general science. Frank, J. O. $2 *Castle-Pierce Press*
Immortal girl, The. Ruck, B. $2 *Dodd, Mead*
Imperfect impostor, The. Venner, N. $2 *Stokes*
International year book of child care and protection, The. Fuller, E. $2.50 *Longmans*
Island of yellow sands, The. Brill, E. C. $2 *Macrae-Smith*
Japan and Korea. Carpenter, F. G. $4 *Doubleday*
Jesus of Nazareth. Klausner, J. $4.50 *Macmillan*
Jewish anthology, The. Fleg, E. $3.50 *Harcourt*
John Martin's big book for little folk, no. 9. $2.50 Dodd, Mead
Josephine, Napoleon's empress. Forester. C. S. $4 *Dodd, Mead*
Just weight, The. McConnell, F. J. $1 *Abingdon*
Labor relations in industry. Hoopingarner, D. L. $6 *A. W. Shaw*
Laboratory guide for a course in general bottany, A. Bonar, L. $1.25 *Wiley*
Leaves from a war diary. Harbard, J. $5 *Dodd, Mead*
Letters from England. Capek, K. $2 *Doubleday*
Liberal gospel as set forth in the writings of William Ellery Channing, The. Lyttle, C. H. $2 *Beacon Press*
Life and times of Laurence Sterne, The. Cross, W. L. $7 *Yale*
Life and works of Guiseppangelo Fonzi, The. Guerini, V. $1.75 *Lea & Febiger*
Life in mediaeval France. Evans, J. $5.25 *Oxford*
Little chronicle of Magdalena Bach, The. Meynell, E. $2 *Doubleday*
Little discoverers, The. Le Feuvre, A. $1.50 *Penn*
Little lady in green, The Tappan, E. M. $1.75 *Houghton*
Lombardy, Tyrol and the Trentino. Quigley, H. $3.50 *Dutton*
Loyal Mary Garland. Brady, L. E. $1.75 *Doubleday*
Manito masks. Alexander, H. B. $3.50 *Dutton*
March's thesaurus dictionary; 1925 ed. $9 *Historical Pub. Co.*
Markham affair, The. Hyatt, S. P. $2 *Clode*
Married life. O'Shaughnessy, E. L. $2 *Harcourt*
Marxian economic handbook and glossary, The. Emmett, W. H. $3.25 *Internat'l. Publishers*
Mary. White, N. G. $1.50 *Penn*

Modeling my life. Scudder, J. $3.50 *Harcourt*
Modern American poetry. Untermeyer, L. $3 *Harcourt*
Modern British poetry. Untermeyer, L. $2.50 *Harcourt*
Modern plumbing illustrated. Starbuck, R. M. $5 *N. W. Henley*
Monday morning. Hamilton, P. $2 *Houghton*
Montagu (Lady Mary Wortley). Melville, L. $5 *Houghton*
My tower in Desmond. Lysaght, S. R. $2.50 *Macmillan*
Nations as neighbors. Packard, L. O. $2.40 *Macmillan*
Objective psychology, An introduction to. Hamilton, G. V. $5 *C. V. Mosby*
Old English household life. Jekyll, G. $6.50 *Putnam*
Old-fashioned senator, An. Dickson, H. $2 *Stokes*
Old Testament readings for schools. Harris, A. M. $1.25 *Johnson Pub. Co.*
Old time Paris. Edwards, G. F. $2 *Dutton*
On the right wrists. Livingston, A. $2 *Chelsea House*
On the trail of negro folk-songs. Scarborough, D. $3.50 *Harvard Univ. Press*
Once a week. Milne, A. A. $1.75 *Dutton*
One increasing purpose. Hutchinson, A. S. M. $2 *Little, Brown*
Oregon sketches. Smith, W. $2.50 *Putnam*
Organic chemistry, A text-book of. Holleman, A. F. $3.50 *Wiley*
Our state. Bolton, W. $1 *Johnson Pub. Co.*
Out of the night. Young, R. J. $2 W. J. *Watt*
Outcast, The. Pirandello, L. $2.50 *Dutton*
Pathway to reading, The.; 2nd and 3rd readers. Coleman, B. B. 76 c.; 84 c. *Silver, Burdett*
Patrimony of life, The. McKeehan, H. D. $1.25 *Revell*
Patriot lad of old Salem, A. Carter, R. G. $1.50 *Penn*
Pedlar's pack, The. Baldwin, Mrs. A. $2.50 *Stokes*
Permanent court of international justice, The. Fachiri, A. P. $5 *Oxford*
Philosophical writings of Henry More. Mackinnon, F. I. $3.50 *Oxford*
Pigs is pigs. Butler, E. P. $1 *Doubleday*
Pioneer women. Tabor, M. $1 Macmillan
Power and the glory, The. Parker, Sir G. $2 *Harper*
Practical D. C. armature winding. Wollison, L. $2.25 *Pitman*
Practical steam, hot water heating and ventilation. King, A. G. $4 *N. W. Henley*
Progress of Old Testament prophecy in the light of modern scholarship, The. Farley, W. J. $2 *Revell*
Prometheus. Jennings, H. S. $1 *Dutton*
Quest of the antique, The. Hodgson, Mrs. W. $7.50 *Dodd, Mead*
Rare English glasses. Bles, J. $25 *Houghton*
Relation in art. Blake, V. $6 *Oxford*
Religion of yesterday and tomorrow, The. Lake, K. $2 *Houghton*
Religious values. Brightman, E. S. $2.50 *Abingdon*
Revival we need, The. Smith, O. J. 85 c.; 35c. *Christian Alliance Pub. Co.*
Rhythm of life. Paramananda, swami. $2 *Vedanta Centre*
Right half Hollins. Barbour, R. H. $1.75 *Dodd, Mead*
Romance of the Edinburgh streets, The. Steuart, M. D. $3 *Dutton*
Rome of the kings. Hill, I. T. $3 *Dutton*
Romeo in Moon Village. McCutcheon, G. B. $2 *Dodd, Mead*
Rust of murder. March, J. $2 W. J. *Watt*
Sault Ste. Marie and its great waterway. Fowle, O. $4.50 *Putnam*
Scar, The. Vane, D. $2 *Clode*
Science of a new life, The. Cowan, J. $2.50 *J. S. Ogilvie*
Science of prices, The. Todd, J. A. $2 *Oxford*
Selected articles on marriage and divorce. Johnsen, J. E. $2.40 *H. W. Wilson*
Shadow of the wolf, The. Freeman, R. A. $2 *Dodd, Mead*
Shanklin, Waldron, W. $2 *Bobbs-Merrill*
Ships of the United States navy and their sponsors. Hall, A. M. $5 *Society of Sponsors of the U. S. Navy*
Singing feathers. Harper, T. A. $2 *Penn*
Skookum Chuck. White, S. E. $2 *Doubleday*
Smoke. Cohen, J. B. $3.20 *Longmans*
Social problems and education. Groves, E. R. $2.75 *Longmans*
Songs of the royal way. Greene, R. A. $1.50 *Stratford*
South wind. Douglas, N: $2.50 *Dodd, Mead*
Spanish dollars. Kauffman, R. W. $2.50 *Penn*
Spirit of John Wesley Gilbert, The. Colclough, J. C. $1 *Cokesbury Press*
Streams in the desert. Cowman, Mrs. C. E. $1.50 *Oriental Missionary Soc.*
Sword of the house of de Marillac, The. Mawhinney, T. A. $1.75 *Penn*
Tableau synoptique des verbes français. Goodyear, N. A. 48 c. *Johnson Pub. Co.*
Tales of a grandfather. Scott, Sir W. $2 *Stokes*
Taming of the frontier, The. Aikman, D. $3 *Minton, Balch*
Then and now. Fisher, Mrs. H. $1.75 *Oxford*
Theoretical basis of human behavior, A. Weiss, A. P. $2.50 *R. G. Adams*
Tip o' the tongue. Brightrall, W. C. $1.50 *Dorrance*
Travel in England in the seventeenth century. Parkes, J. $7 *Oxford*
Twenty-five years, 1892-1916. Grey of Falloden, E. G. $10 *Stokes*

Twilight stories. Wiggin, K. $1.75 *Houghton*
Tyranny of time, The. Nordmann, C. $3.25 *Internat'l Publishers*
Ultimate island, The. Sieveking, L. $2 *Internat'l. Publishers*
War of lost opportunities, The. Hoffman, General von. $3.50 *International Publishers*
Wayfarer in unknown Tuscany, A. Hutton, E. $3 *Dutton*
Week ends. Thomas, F. W. $2 *Putnam*
Whither England? Trotsky, L. $1.75 *Internat'l. Publishers*
Wings of desire. Dekobra, M. $2 *Macaulay*
Woman thou art, The. Sinclair, G. $2 *Macaulay*

Old and Rare Books

Edited by Frederick M. Hopkins

A FIRST issue of the first edition of Goldsmith's "Vicar of Wakefield," 2 vols., 1766, original calf, brought $850 at Sotheby's at the end of the season just closed.

VOL. VI of "Print Prices Current" just issued, is a complete and accurate record of rare engravings and etchings sold at auction in London, Glasgow and Edinburgh, between October 1903 and August, 1924. The usefulness and reliability of this reference work has been thoroly established in the few years of its existence. It has already become indispensable to the wideawake print dealer and collector.

IN the analysis of demands for first editions of modern English authors in Great Britain, as indicated by the want advertisements printed in English trade papers for the four weeks ending July 18, as reported in *The Bookman's Journal,* for August, the following ten authors stand at the head of the list in the order named: Joseph Conrad, George Moore, Sir. J. M. Barrie, John Galsworthy, Norman Douglas, W. H. Hudson, James Stephens, Lewis Carroll, George Gissing, and A. A. Milne.

"THE Life and Letters of John Burroughs," by Clara Barrus, in two large octavo volumes, should interest every Burroughs collector. It contains a great many letters and other material that appears here for the first time. Its publishers say that the general result is a "splendid and realistic portrait that makes the great naturalist and philosopher live again; a book that should take its place beside Boswell's "Johnson," for, like its great prototype, it gives the reader the feeling of having lived daily, even hourly, with a rich and vital personality."

THE August number of the New York Public Library *Bulletin* contains the first part of bibliography, or reference list of the "Chemistry and Manufacture of Writing and Printing Inks," compiled by William B. Gamble, with an introduction by H. M. Lydenberg, chief reference librarian. This instalment contains 244 items in many languages and only reaches the letter H (Hendricksen). It will probably require two more parts to complete the list. No one but the specialist would ever dream that so much had been written about ink, and certainly specialist and outsider, connoisseur and casual inquirer, will appreciate the labor, research and patience required to complete this bibliography.

RARE Americana consisting of pamphlets, books, broadsides and autographs, will be sold under the management of Charles F. Heartman at Metuchen, N. J., October 2. This is Mr. Hartman's first sale of the new season. These selections from various consignments comprise books on the Revolutionary War, the adoption of the Federal Constitution, early finance, the

early West, the North American Indians, Vermont, Washington, and an unusual collection of songs by Stephen Foster. As usual, Mr. Heartman is specializing on Americana and his catalogs are always worthy of the attention of discriminating collectors.

THE first sale of the new season at the auction rooms of Stan. V. Henkels & Son in Philadelphia will take place October 6. On this occasion selections from the collections of John L. Manning, war governor of South Carolina, and General James Chesnut, Jr., aide to Jefferson Davis, consisting of rare American history, Confederate newspapers, imprints and broadsides, early Quaker tracts, Lincolniana, Elzivir imprints, and other early printed books in special bindings, together with a collection of rare Confederate and United States stamps on the original covers. One of the rarest lots is Jefferson Davis's retaliatory address, in answer to Lincoln's Emancipation Proclamation.

AN announcement has just been made by the authorities of the Metropolitan Museum of Art of the gift of a collection of 400 volumes on arms and armor, including textbooks of sixteenth century fencing masters and ancient tournament books with colored plates, made by William H. Riggs while forming his armor collection. This collection supplements the great Riggs armor collection, giving the Museum possession of rare books on armor ranking with that of the National Arts Library in London. There is a long list of expensive books of the most extreme rarity, and all are difficult to obtain in fine condition. Some of the early fencing books are illustrated with early woodcuts and copperplate engravings, rarities seldom found in the choice condition to be found in this collection.

FROM the way in which the photostat service in the New York Public Library has grown since its installation twelve years ago, it will not be long before many of the present-day methods of reference work will be changed in the research libraries. When first installed, this service was merely an incidental feature of the library's activities. In 1913, the first year when orders were handled thru the office of the director of the library, one of the assistants did all his photographing in a few hours daily. Today more orders are handled in a month than in the entire first year, and whereas then one small machine sufficed for the demand, two more considerably larger ones have been added to supplement it. All kinds of orders come in for this department of the library's service, and it appears that only the border of its usefulness has been touched.

MRS. JOSEPH CONRAD, widow of the author whose last work—an unfinished novel called "Suspense"—has just been published, in an interview just published in London and cabled to this country, painted a tragic picture of the writer's losing fight with death to complete what he hoped to make his masterpiece. "For several weeks before his death," said Mrs. Conrad, "he managed with great labor to write himself and adopted the method of reading out loud as he wrote, so that it could be typewritten at the same time. That of course was very tiring, but he persevered until the last for love of his art. It is doubly poignant that he could not finish the book, because he had taken more trouble to obtain material for it than he had for any other. We went to Corsica in 1921 to see Napoleon's house, and my husband went thru many contemporary books and documents. Both for humanitarian and national reasons he didn't like Napoleon as a man, but he was vastly interested in him. He vaguely mentioned three or four possible endings for his book, but nothing definite had been settled at the time of his death."

Auction Calendar

Friday morning, October 2nd, at 10:45. Rare Americana, pamphlets, books, broadsides and autographs. (No. 180; Items 241.) Charles F. Heartman, 612 Middlesex Avenue, Metuchen, N. J.

Tuesday afternoon, October 6th, at 2:30. Valuable books from the collections of Hon. John L. Manning, war governor of South Carolina, and Brigadier General James Chestnut, Jr., Aide to Jefferson Davis, including rare American history and pamphlets, Confederate newspapers and imprints, broadsides, early Quaker tracts, Lincolniana, Elzevir imprints and early printed books in special bindings. (No. 1378; Items 528.) Stan. V. Henkels & Son, 110 Sansom St., Philadelphia, Pa.

Fall Book Index, 1925

Quarterly Announcement of new Publications

July and August books are repeated from Mid-year Index.

A. B. C. of relativity. Russell, B. $2 Harper
Abbot, C. G. Earth and the stars. $3 Van Nostrand
Abbott, Charles D. Howard Pyle. il. $5 (?) Harper
Abbott, Edith. Historical aspects of the immigration problem. $4.50 Univ. of Chic.
Abbott, Jane D. Barberry gate. il. $1.75 Lippincott
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Woodson, Carter G. Negro orators and their orations. $5 Associated Pubs.
Woodworking job sheets. Brown. Bruce Pub.
Woodworking, Manual of. Wheeler, C. G. $2.50 Putnam
Wooing of Rebecca and other Bible plays. Kimball, R. $2.75 (?) Scribner
Wooings of Jezebel Pettyfer. Macfall, H. $3 Knopf
Woodward, W. E. Bread and circuses. $2 (?) Harper
Woolley, Helen Thompson. Experimental study of children. Macmillan
Woolley, R. V. G. Herbaceous borders for amateurs. (Home Garden series) il. $1.75 Scribner
Woolston, C. H. Gospel object book. 50 c. W. P. Blessing
Worcester, Alfred. American Red Cross in Switzerland. $1 Four Seas
Words and idioms. Smith, L. P. $2 Houghton M.
Wordsworth, William. Poems. (Modern reader's ser.) Macmillan
Work and waste. Chase, S. $2.50 Macmillan
Work of an evangelist. Bell, C. C. $1.40 Morehouse Pub.
Workers' education in England and the United States. Hodgen, M. T. $5 Dutton
Workmen's compensation insurance, Practice of. Ackerman, S. B. $4 Spectator Co.
World after the peace conference. Toynbee, A. J. $1.75 Oxford Univ.
World, General history of the. Duruy, V. New ed. $4 Crowell
World's best humor. Posner, G. A. $2 Penn
"World's" best short stories of 1925. $2.50 Doran
World's classics ser. 80 c. Oxford Univ.
Titles: Selected modern English essays—Kingsley, H. The recollections of Geoffry Hamlyn—Throllope, A. Barchester Towers, Miss Mackenzie—Rhodes, J. Little flowers of St. Francis of Assisi—Chaucer, G. Canterbury tales.
World's manuals. $1 Oxford Univ.
Titles: Mirsky, Prince D. S. Modern Russian literature—Holmyard, E. J. Chemistry to the time of Dalton.
Worship of nature. Frazer, Sir J. G. Macmillan
Wortley, Mrs. E. Stuart, ed. Prime minister and his son: correspondence of the third Earl of Bute and Lt. Gen. the Hon. Sir Charles Stuart. $6 Dutton
Writing of fiction. Wharton, E. $2 (?) Scribner
Wreck of the Grosvenor. Russell, W. C. $1.75 Dodd, M.
Wright, Cuthbert. Short story of the Catholic church. $2.50 A. & C. Boni
Wright, Dudley. Woman and freemasonry. $2.50 McKay
Wright, F. A. Greek social life. (Lib. of Greek thought) $2 Dutton
Wright, Gene. Yellow fingers. $2 Lippincott
Wright, Harold Bell. Son of his father. $2 Appleton
Wright (Henry B.). Stewart, G., jr. $3 Association Pr.
Wright, Henry Wilkes. Moral standards of democracy. $2 Appleton
Wright, Walter P. Alpine flowers and rock gardens. $6 Dodd, M.
Writer's desk book. Orcutt, W. D. New ed. $1 (?) Stokes
Writers of Grece. Norwood, G. $1 Oxford Univ.
Writing the one act play. Hillebrand. $2.50 Knopf
Writings of the New Testament. Vollner, P. $1.50 Revell
Wuthering Heights. Bronte, E. 95 c. Modern Lb.
Wyatt, Margaret. Treasured thoughts. $1 Torch Press
Wylie, Elinor. Venetian glass nephew. Limited ed. (250) $2; $7.50 Doran
Wyman, Luther E., and Burnell, Elizabeth F. Field book of birds of southwestern United States. $3.50; $5 Houghton M.
Wynne, May. Flapsy Flopper of the farm yard. 50 c. Altemus
Wynne, May. Hootie Toots of hollow tree. 50 c. Altemus
Wynnton, Patrick. Black turret. $2 Bobbs-M.

Wyss, David. Swiss Family Robinson. col. il. $1.75 Macmillan
X-rays. de Broglie, M. Dutton
Y. P. Department. Manual of the Presbyterian program for young people. 60 c. Presbyt. B. of Chr. Educ.
Yacht "America." Thompson, W. M. $4; $12 Lauriat
Yank Brown, honor man. 85 c. Barse & H.
Yankee girl at Gettysburg. Curtis, A. T. $1.50 Penn
Yarns of an old shellback. Millay, J. L. V. $2 Brentano's
Yashiro, Yukio. Sandro Botticelli. 3 v. $100 Medici Soc.
Yea Sheriton. Pierrot, G. F. $1.75 Doubleday, P.
Year in the wonderland of birds. Hawksworth, H. $1.60 Scribner
Yeats, William Butler. Early poems and stories. $2.50 De luxe ed. $5 **Macmillan**
Yellow fingers. Wright, G. $2 Lippincott
Yerbury, F. R. *See* Meiras, J. P.
Yerkes, Robert M. Almost human. il. $3 Century
Yes, Lady Saheb. Seton, G. T. $4 (?) Harper
Yesterdays with authors. Fields, J. T. New ed. $3 Houghton M.
Yezierska, Anzia. Bread givers. $2 Doubleday, P.
Yo-ho-ho. Spencer, E. R. $1.75 Lippincott
"Yoi-over," pseud. Hold hard! Hounds please! il. $3.75 Scribner
Yonge, Charlotte. Prince and the page. (Children's classics) il. $1.75 Macmillan
You who have dreams. Anderson, M. $2 Simon & S.
Youmans, Eleanor. Skitter cat. $1.50 Bobbs-M.
Young, E. H. William. $2 Harcourt
Young, Francis Brett. Cold harbor. $2.50 Knopf
Young, Gordon. Vengeance of Hurricane Williams. $2 Doran
Young, Rida Johnson. Out of the night. $2 W. J. Watt
Young, Stark. Glamour. $2 Scribner
Young, Stark. Sweet Times and the blue policeman. $2 (?) Holt
Young delinquent. Burt, C. $5 Appleton
Young experience. Christie, R. S. $2 Seltzer
Young folks' book of discovery. Bridges, T. C. $2 Little, B.
Young folks' book of the heavens. Proctor, M. $2 Little, B.
Young people's cook book. McFee, I. N. $2 Crowell
Youngblood, B., and Cox, A. B. Ranch economics. (Land economics ser.) Macmillan
Younger days of famous writers. Cather, K. $1.75 Century
Younghusband, Sir George. Tower of London. New ed. $5 Doran
Your home beautiful. Taylor, L. D. $3.50 Doran
Youth and the east. Candler, E. Dutton
Youth's adventure. Hunter, A. A. $1.25 Appleton
Yule Fire, An anthology of Christmas poems. Wilkinson, M., comp. $2.50 Macmillan
Y'understand. Glass, M. $2 Doubleday, P.
Zatthu. Sears, E. H. $2 Cornhill
Zeitlin, Jacob, and Rinaker, Clarissa. Types of poetry. Macmillan
Zeydel, Edwin H. Elementary German reader. Knopf
Zinc oxide. Faloon, D. B. Van Nostrand
Zucker, A. E. Chinese theatre. Limited ed. (750) il. $6.50 Little, B.

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Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The Weekly *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the Weekly *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

BOOKS WANTED

Adair's Bookstore, Denver, Colo.
T. S. Preston, Physics of the Ether.
Edw. U. Lucas, Open Road, pub. Holt.
Hopgood, Life of Lincoln.
Scharf, History of St. Louis, 2 vols.
Girrard, Toas Trail.
Cyrano de Bergerac Edmund Rostand, trans. by Gertrude Hall, pub. 1898 by Doubleday & McClure.

Adams Bookstore, Fall River, Mass.
Money Magic, Hamlin Garland.
Jewish Life in the Middle Ages, Abrahams.

Aladdin Bk. Shop, 205 Trumbull St., Hartford, Conn.
Review Copies Latest Fiction.

Aldine Bk. Shop, 205 S. 16th St., Philadelphia
At Odds, Baroness Pautthoeus.
Following the Deer; School of the Woods; Beasts of the Field, Wm. J. Long, Ginn.
Fighting Doctor—His Courtship, Martin.
Bakst, His Life & Art, limited, autographed ed.

Aldine Circulating Lib., 2019 Broadway, New York
Mark Twain, Harper's Library ed.; $30,000 Legacy; Conn. Yankee; Christian Science.

American Antiquarian Society, Worcester, Mass.
Rives, Life of Madison, 3 vols.
Jameson, Constitutional Convention.
P. H. Smith, Green Mountain Boys, 1885.

Amer. Bapt. Pub. Soc., 1107 McGee, Kansas City, Mo.
Is the Bible True.
Emphatic Diaglott, Russell.

Argus Bk. Shop, 434 S. Wabash Ave., Chicago
Captain Jinks, Ernest Crosby.
Emphatic Dioglottes, Wilson.
Human Sexuality, Parkes.
Painted Veils, Huneker.
Conrad, Sun Dial ed.
Kipling, Outward Bound ed.
Heliogobolus, Mencken & Nathan.

A. S. Arnold, Metuchen, N. J.
Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Asso. Students Store, Univ. of Cal. Berkeley, Cal.
Keith, Antiquity of Man, old ed., Lippincott.

Asso. Students Store—Continued
Stratton, Experimental Psychology, Macmillan.
Century, Cyclopedia of Names, Smith ed.
Alcott, A. B., Concord Days; Conversations on the Gospels, 2 vols.; Doctrine and Discipline of Human Culture; Ralph Waldo Emerson, an Estimate; New Connecticut; Observations on the Principles & Methods of Infant Instruction; Sonnets and Canzonets; Table-Talk; Tablets.
Sanborn, F. B., & Harris, W. T., A Bronson Alcott, 2 vols.
Sanborn, F. B., Bronson Alcott at Alcott House and Fruitlands.

William M. Bains, 1713 Chestnut St., Philadelphia
Rivard, Chez Nous, trans. by Beak, Doran.

Ball & Brown, 30 Broad St., New York
Theodore Maynard, any books of poetry.
Thompson, Life of Lord Kelvin.
Myers, History of Tammany Hall.

Wm. Ballantyne & Sons, 1409 F St. N. W., Wash.,D.C.
Hopkinson-Smith, The Fortunes of Oliver Horn.

Batterton's Bk. Store, 939 6th St., San Diego, Cal.
Squires, Serpent Symbols.
Squires, Nicaragua, 2 vols., London, 1852.
Budges, Gods of the Egyptians.
Hall, Oldest Civilization of Greece.
Hall, Aegean Archaeology.
Handcock, Mespotamian Archaeology.
Mallet, Northern Antiquities.
Mosso, Dawn of Mediterranian Civilization.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York
Schofield's General Telegraph A B C 5th Improved.
Peterson, Banking Sample's Code.
Western Union, Lieber 5-Letter Codes.
Any American-Foreign Language Code.

Berkshire News Co., 14 N. 6th St., Reading, Pa.
Casenova's Memoirs, any other books on Casenova.
Frank Harris, any works.
Yama, Kuprin.
Madelaine, preface by Lindsay.
Las Bas, Down There, Huysmans.
Steeplejack, Painted Veils, Huneker.
Heliogabulus, Mencken & Nathan.

The Book Shelf, 1611 E. 67th St., Chicago
Golden Poems by British & Amer. Authors, Browne.

BOOKS WANTED—Continued

The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio
New Atlantis, Bacon, complete ed.
Advanced Readings & Recitations, Fletcher, Lee.
Good Girl, V. O'Sullivan, Small, 1917.
Redemption of David Corson, Goss.
The House, Bordeaux, Duffield.
Potomac Landings, Wilstach, Doubleday.
Nationality and Race, Keith, Oxford.

The Booke Shop, 4 Market Sq., Providence, R. I.
James Stephens, any 1st eds.

The Book Shop, 614 Spruce St., Scranton, Pa
Lady Merton Colonist, Mrs. Humphry Ward.

The Bookery, 1647 Welton St., Denver, Colo.
Mills Manual of Irrigation, one or more copies.
History of Concord, Walcott.
History of Concord, Shattuck, 1835.

Borough Hall Bk. Shoppe, 337 Adams St., Brooklyn
Hand Book of North American Indians.
Finden's Beauties of Moore.
Bolton, History of Westchester County.
Radford, Cement Block Houses.

Charles L. Bowman & Co., 118 E. 25th St., New York
Model Speaker for Platform, School & Home, Elmo.
Fifth Reader, Franklin.
White Prophet, Caine.
Making of Colorado.
Fraternity.

Brentano's, 218 S. Wabash Ave., Chicago
Pages from Book of Paris, Washburn.
Problems in Pan Americanism, Inman.
How the War Came, Earl Loreburn.
Interest & Equation Exponents, pub. St. Louis, 1870.
Brooklyn Tabernacle Sermons, Twelve Lectures to Young Men, Talmage.
European & Japanese Gardens, pub. Coates.
Japanese Homes & Their Surroundings, Harpers.
Rodman The Keeper, Woolson.
Darrell of the Blessed Isles, Bacheller.
Goodrich Family in America, Chicago, Fergus, 1889.
Miss Mapp, Benson.
Andersonville Violets, pub. Lothrop.
Man, An Adaptive Mechanism, Origin & Nature of the Emotions, Crile.
Alex Henry's Travels & Adventures, 1760-76.
John Tanner's Narrative of Captivity.
Secrets of the German War Office, Graves.
Glossary of Mining Terms, Gresely.
Fragments from France, Bairnsfather.
Psychology of Revolution, Le Bon, 3 copies.
Vaughan on Pioneer Days in Montana, pub. about 1860 to 1870.

Brentano's, 1 W. 47th St., New York
Chapman, John J., Greek Genius.
Bartimeus, Long Trick.
Burton Holmes' Travelogues.
Letters of Baroness de Courtot.
Madame de Sevigne's Letters, English trans.
Keats' Letters to Fanny Brawne, reprint.
Coryat's Crudities, any ed.
Wheeler's History of North Carolina, 1st ed.

Brentano's, F & 12th Sts., Washington, D. C.
Cheyne & Black, Encyclopedia Biblica, 1 vol. ed.
Gudeman, Latin Literature of the Empire.
Teuffel, History Roman Literature.
Chittenden, History of Fur Trade.
Chittenden, History of Fur Trade.
Wyeth, Life Gen. Forrest.
Powers, Garden of the Sun.
Pears, Destruction of the Great Empire.
Ditmar, Reptile Book.
Wilstach, Potomac Landings.
Hanson, Old Kent.
Keppel, Lincoln in New England.
Sharp, Story of the Weather Cock.
Dumas, Sylvandrie, L. B. & Co.
Stoddard, Black Republic.
Keith, Engines of the Human Body.
Old World Lyrics, Mosher ed.
McGrath, Gray Cloak.

Brick Row Bk. Shop, 104 High St., New Haven, Ct.
Sacred Book of the East, Upanishads, vols. 1-15.
Early Law & Custom, Sir Henry Maine.
Fourth Prejudices, Mencken, limited signed ed.
Religions of India, Hopkins.
Frank Leslie's Boys & Girls Weekly, vols. 20, 21, 1876-77.
Chimney Corner, vol. 7.
N. Y. Weekly, 1877-84.
Fireside Companion, 1877-84.
Family Story Paper, 1877-84.

Bridgman & Lyman, 108 Main, Northampton, Mass.
Egan, Making a Garden of Perennials.
Hawthorne, Old Seaport Towns.
Confessions of Al Ghazzali, Wisdom of the East ser.
Watson, Potters Wheel.

Morris H. Briggs, 5113 Kimbark Ave., Chicago
Anything by, about or referring to Abraham Lincoln; any date but preferably before 1870: books, pamphlets, broadsides, letters, magazines, newspapers and scrapbooks.
Roosevelt: printed speeches before 1902, autograph letters, inscribed books.
Wilson, printed speeches before 1913, autograph letters, inscribed books.
Any books, magazines, pamphlets or newspapers printed in Chicago before 1870. Anything on early Chicago or Illinois printed elsewhere.
Pamphlets on American history, single numbers or bound collections and books; especially California, Oregon, Texas, Middle and Far West: Pacific Railroads and projects; pony express, gold rush of '49, San Francisco; Los Angeles; overland expeditions; diaries and letters; mining life and conditions; early railroad conventions; guide books; Western songsters, sheet music, prints; state, county and town histories; the Mormons in New York, Ohio, Missouri, Illinois and Utah; Sante Fe trade and traders; old cattle days; Texas Rangers; Textian Republic; Texas navy; old maps; emigrant handbooks; broadsides and early published laws.
Lamon, Ward, Life of Lincoln.
Gray, W. C., Life of Lincoln, Cincinnati, 1867.
Victor, O. J., Private and Public Life of Abraham Lincoln; Beadle's Dime Biographical Library.
Whitney, Hy. C., Life on the Circuit with Lincoln.
Gould, E. W., Fifty Years on the Mississippi.
Leeper, D. R., Argonauts of 'Forty Nine.
Newark, Sixty Years in Southern California.
Please describe fully and quote best prices prepaid for cash. Preserve this permanent want list.

Britannica Book Shop, 342 Madison Ave., New York
The Book of Edda called Voluspa, James John Garble Wilkinson, London, 1807.
Eyshoimer Asyrimsson: Liljn (The Lily), translated by Erikr Magunsson, London, 1870.
Sagas, Old Norse, Emily S. Cappel.
Olaf Trygvassons Saga or Inomd, Harold Haars.
Poems: Anglo-Saxon and Norse, edited and translated N. Kershaw.
Volsunga Saga: The Story of the Volsing and Nsblunge, translated by Erikr Magunsson and William Morris, London, 1870-1888.
Familiar Swiss Flowers, F. E. Hulme, Cassel.

Brooklyn Museum Lib., Eastern Parkway and Washington Ave., Brooklyn, N. Y.
House and Garden, April, 1925.
Townsend, Embroidery.

E.Herrick Brown, 1045 Bishop St., Honolulu, Hawaii
Jarves Hist. of Sandwich Is., 1843.
Dibble History of Sand. Is. Missions 1839 or 1841.
Jarves, Scenes in Sand. Islands.
Honolulu Sketches, Judd.
Cook's 3rd Voyage, with Atlas.
Byron, Voyage of Blonde.
Wilson & Evans, Birds of Haw. Is.
Sharp, et al, Fauna Hawaiiensis.

Campion & Co., 126 South 16th St., Philadelphia
Letter from America, Rupert Brooke.
Through England with Tennyson, Huckel.
Tell England, Raymond.
Orpheus, by Reinach.

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Cannell and Chaffin, 720 W. 7th St., Los Angeles, Cal.
Important Mark Twain, Emerson, Poe, Hawthorne and other American authors. Outstanding items only; manuscripts, letters, inscribed books, etc. Send full particulars and lowest prices.

Hoyt Case, 21 E. 61st St., New York
Boyd, Drums, 1st ed. with dust-wrapper.
Drinkwater, Abraham Lincoln, 1st, presentation.
Macdonald, Back of the North Wind, 1st ed.
Melville, Moby Dick, 1st ed.
Millay, Figs from Thistles, 1st, in wrappers.
Rackham Illustrations, Gulliver's Travels.
Hart, Miriam Coffin, San Francisco, 1872.
Adventures in S. Pacific by a Roving Printer, Harpers, 1861.
Godfrey's History of Nantucket.

Celebrated Authors Society, 723 7th Ave., New York
Laura Jean Libbey and Maurice LeBlanc Stories.

Chamberlin & Shropshire Co., 39 Cannon St., Bridgeport, Conn.
Men Who Sell Things, Walter D. Moody, 16th ed., McClurg publication, 3 copies.

Chicago Book Store, 62 E. Monroe St., Chicago
The Yellow Book.
5 Pike County Ballads by John Hay, Wyeth edition.
Green, History of Medicine.
Watkins, Dictionary of Cree, Cree-English.
Herman Grimm, Life of Michael Angelo, 2 vols.
Lanciani, Golden Days of the Renaissance.

A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.
Prince, Spanish Mission Churches of N. Mex.
Walker, Manual of Public Inter. Law.
Trotzky, Bolsheviki and World Peace.
Phelps, League of Nations to Enforce Peace.
Krehbiel, Nationalism, War and Society.
Korean Treaties, compiled by Chung.
Duras, Universal Peace.
Chittenden, Amer. Fur Trade in Far West, 3 vols.
Book Buyer, N. Y., vols. 1, 2, 24 to end.
Dickerson, Amer. Colonial Govt.
Marbois, History of La.
Fordham, Travels in Va., Md., Pa., etc.
Clune, Abraham Lincoln, 1895.
DeWitt, Abraham Lincoln.
Cridler, Abraham Lincoln, typical American.
Fiske, Abraham Lincoln.
Stevens, A Reporter's Lincoln.
Republican Club of Utica, Speeches at Lincoln Dinner, Feb. 12, 1916.
Lodge, Democracy of Constitution.
Lincoln, Abraham, Services and Addresses at unveiling of statue of, Brooklyn, N. Y., Oct. 21, 1869.
Fischkin, Abraham Lincoln and Jewish Spirit.
British and Foreign State Papers, etc.
Cabot, Ethic for Children.
Hassler, Old Westmoreland.
Ashe, Travels in Amer., 3 vols., 1808.
Farrand, Records of Federal Convention of 1787, 3 vols., L. P. edn., 1911.
Meyer, Kinetic Theory of Gases, Eng. tr. by Baynes.
Cohn, Science of Finance.
Noyes, Oriental Amer. and its problems.
Alzog, Manual of Church Hist., 3 vols.
Smith, Circles Book.
Brown, Primer, Child World.
Thompson, Fairy Tales and Fables, second yr.
Owen, Primer of Nursery Rhyme and Tale.
Raindrop, Collection of Stories, etc., Volta Bureau, 1910.
Stevens, Boys and Girls in Commercial Work.
Amer. School Board Jl., 1922, Jan., Feb., Sept.
Teacher's College Record, 1917, Sept.; 1918, Nov.; 1919, Jan.; 1921, March.
School Review, Feb., 1917; Nov., 1918.
Educ. Administration and Supervision, Sept., 1920.
Elementary School Jl., Jan.-March, Apr., 1920; Jan., 1921.
Educ. Review, Jan. and March, 1921; Feb., 1922; Jan., 1923; Jan., 1924.
Educ. Psychology, Jl., Feb., 1922.
Educ. Method, Jl., Oct., 1921.
Curtman, Uses Tests of Purity and Preparation of Reagent.

A. H. Clark—Continued
Bailey, Silent and Oral Readings.
Nora, Message of Froebel, etc.
Richards, Art of Right Living.
Coulter and Chamberlain, Morphology of Angiosperms.
Beegle and Crawford, Community Drama.
Bradford, Commission Govt. in Amer. Cities.
LeConte, Evolution and Relation to Religious Thought.
Bylor, Bench and Bar.
Ronan, Sketch of Flathead Indian Nation.
Alcott, Arabian Nights Entertainments.
Phillips, Negro Slavery in U. S.
Gentlemen Accomptant, 1714.
Eddy, Mary Baker G., Life by Milmine.
Western Reserve Hist. Soc. Pubns., Tracts, Nos. 3, 5, 7, 13, 14, 15 ,26, 47.
Herrick and Ingalls, How to Finance the Farmer, etc.

Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.
Jungle Days, Munsen, pub. by Appleton.

Colonial Society, Box 343, Richmond, Va. [Cash]
Brown, Genesis of United Staes.
Byrd, Col. William, Writings, all eds.
Howison's Criminal Trials, pamphlet.
Little, History of Richmond, Va., pamphlet.
New English Dictionary, Stratum to Su, Sweep to T, All of U, All after Verification.
Peyton's History of Augusta.
Virginia Conventions, all items.
Scott, Tales of a Grandfather, state size of type.

Columbia Univ. Library, New York City
Percy, E. S. C., The Privy Council under the Tudors, Oxford, B. H. Blackwell, 1907.
Randall, Western Mind, vol. 1.
Black, William H., A Real Criminal Case, Baker, Voorhis, 1919.

Columbia Univ. Press Bkstore, 2960 Bway, New York
Fowler, History of ancient Greek Literature.
Paetow, Guide to Medieval History.

Congregational Pub. Soc., 19 So. La Salle St., Chicago
Parables of Safed the Sage, Dr. Wm. E. Barton.
Jesus is Here, Sheldon.

T. O. Cramer's Bk. Store, 1321 Grand Ave., Kansas City, Mo.
Leaming, Philadelphia Lawyer in the London Courts.
Wilson, Rose of Normandy.
Nietsche's Will to Power, 2 vols.; Twiilight of the Idyls; Thoughts Out of Season; Birth of Tragedy; Early Greek Philosophy and Other Essays.
Any Godey's Ladies Books or loose plates.

Dartmouth College, Library, Hanover, N. H.
Stephenson, Elizabethan People; Shakespeare's London.

Davis & Nye, 60 Bank St., Waterbury, Conn.
Black Soul, O'Flaherty, Boni.
Real Man, T. Page, Scribners.
Gambler, K. Thurston.
I Spy, N. Lincoln.
Far Eastern Jaunts, Collins, Gilbert, Holt.
A Real A B C of Gardening, A. J. Macself, Scribners.

Denholm & McKay Co., Worcester, Mass.
Phra the Phoenician, Arnold.

Mrs. Dickens' Bk. Shop, Hotel Peabody, Memphis, Tenn.
First sixteen issues of National Geographic Magazine.

Llewellyn Digby, Box 1397, Boston, Mass.
Describe fully. Quote postpaid.
Beerbohm, Defense of Cosmetics.
Cabell, Jurgen, English illus. edn.
Hastings Berkeley, Mysticism in Modern Mathematics.
Hunter, Steigel Glass.
James, Varieties of Religious Experience.
Jennings, Behaviour of Lower Organisms.
Jourdain, P. E. B., Nature of Mathematics.
Joyce, Ulysses.

BOOKS WANTED—Continued

L. Digby—Continued

Kropotkin, French Revolution.
Loeb, Mechanistic Conception of Life.
McDougall, Body and Mind.
Booksellers: Kindly send catalogues.

Doubleday, Page & Co., Garden City, N. Y.

Building an Advertisement, by George French.
How to Plan the Home Grounds, Parsons.
Color Key to North American Birds, Chapman.
Daffodils.

Doubleday Page Bk. Shop Co., Garden City, N. Y.

The Book Dial, Christmas 1923 issue.

J. P. Hessian, Doubleday, Page & Co., Garden City, N. Y.

In Search of a Husband.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Warner, Library of World's Best Literature, University edition, vols. 9 and 10.
Police Dept. Promotion, Exam. Instruction, pub. by Civil Service Chronicle, N. Y., 1914.

E. P. Dutton & Co., 681 Fifth Ave., New York

Anstey, The Fallen Idol; Vice Versa.
Abbot, W. J., Carter H. Harrison, a Memoir.
Beecher, Papal Conspiracy Exposed.
Barrows, View of American Slavery Question.
Butler, Lives of the Saints; Inner Rome.
Carmen, Faith of Our Fathers.
Crane, The Janitor's Boy, first edition.
Cormenin, History of the Popes.
Connell, Sin of Monsieur Pettipon.
Dollinger, Fables Respecting the Popes of the Middle Ages.
Du Pin, Ecclesiastical History.
Du Bois, Love in Friendship.
Eighty Years of Progress in the U. S., 2 vols., N. Y., 1861.
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Stephens, Edward, Sir Anades (Ghost Thanks), Cheapinghaven, 1860.
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Journal of Botany, American, vol. 4, 1917, no. 4; vol. 7, 1920, no. 1; vol. 9, 1922, no. 1 and 2; vol. 5 and 6; vol. 11, 1924, from Heft 4 to, Schluss.
Botanical Gazette, Chicago, cplt., 1922.
Botanical Abstract, Baltimore cplt., 1922.
Zoology, Brooklyn cplt., 1922.

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Helen Parry Eden, Bread and Circuses.
Helen Green, Out with a Brass Band; One Night Stands.
Miener, History of Female Sex.

Philadelphia Book Co., 22 N. Ninth St., Philadelphia
Boss, Preliminary General Catalogue of 6188 Stars for Epoch, 1900.

Plainfield Bk. Shop, 321 Park Ave., Plainfield, N. J.
Taste of Apples, Jeanette Lee.
When We Were Very Young, first ed.

Powner's, 1352 No. Clark St., Chicago

Kerr's History of Kentucky.
Macoupin County, Ill., History of Philadelphia, 1879.
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Pratt Inst. Free Library, Brooklyn, N. Y.
Kirkham, Stanton Davis, 6 copies, new.
The Ministry of Beauty, Paul Elder, San Francisco.

Dr. Hans Preiss, Berlin-C. 19, Germany

American and English Enzyklopedia of Law, 32 vols.
Fourteenth Census of the U. S., vols. 6, 7.
Hoschilles, La Ponssée des nation vers la mer comme cause économique des guerres.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.
Forum Magazine for October, 1922.

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Acts of Legislatures of all states.
Christian Science books and pamphlets.
Letters of Mrs. Eddy.

The Rare Book Shop, 822 17th St., Washington, D. C.
Mathews, Alfred, History of Wayne, Pike and Monroe Counties, Pa., 1886.
Commemorative Biographical Record of Northeastern Pa., including the Counties of Susquehanna, Wayne, Pike and Monroe, 1900.
Hurst, Charles, The Book of English Oak, 1911, Lynwood Co., London.

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Jules Verne, 17 vols., buckram, Wyman-Fogg.

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New Accounting.
Forman, Tommy Cartaret.

Chas. Scribner's Sons, 5th Ave. at 48th St., New York

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Sauzay, Wonders of Glass Making, pub. 1885.
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Sherman, He Comes Up Smiling.
Church, A. J., Two Thousand Years Ago, 5 copies, Macmillan-Blackie, London.
Eckstein, Ernst, Chaldean Magician, 2 copies, N. Y., 1886.
Gibbon, Decline and Fall of the Roman Empire, 4 copies, Am. Book Co.
De Maupassant, odd numbers, 2 copies, Harper, 1889.
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Pattison, R. P. D., Leading Figures in European History, Macmillan, 1912, 6 copies.
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Martin Luther, Weimar ed., quote any vols.
Hennesin and LaSalle, Discoveries in America, pub. Oct., 1699.
Anecdotal Life of Sir John A. MacDonald, E. B. Bigger.
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Minor, Diary of Manasseh Minor, 1696-1720, Miner, 1915.
Page & Laidlaw, Topical Bible Readings, Vittu, 1911
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Steed, Hapsburg Monarchy, Scribner.
Steed, Through Thirty Years, 2 vols.
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Walters, Irish Poets of To-day.
White Pine Archit. Monographs, vols. 1, 2, 3, 4.
Bacon, Essays or Counsels Civil and Moral, intro. by Lewis, Putnam Classics.
Briot & Bouquet, Elements of Anal. Geom., tr. by Boyd, Werner, 1896.
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Pickthall, The Bridge, N. Y., 1922.
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Wood, Glad of Earth, N. Y., 1917.

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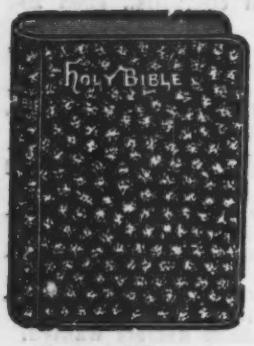

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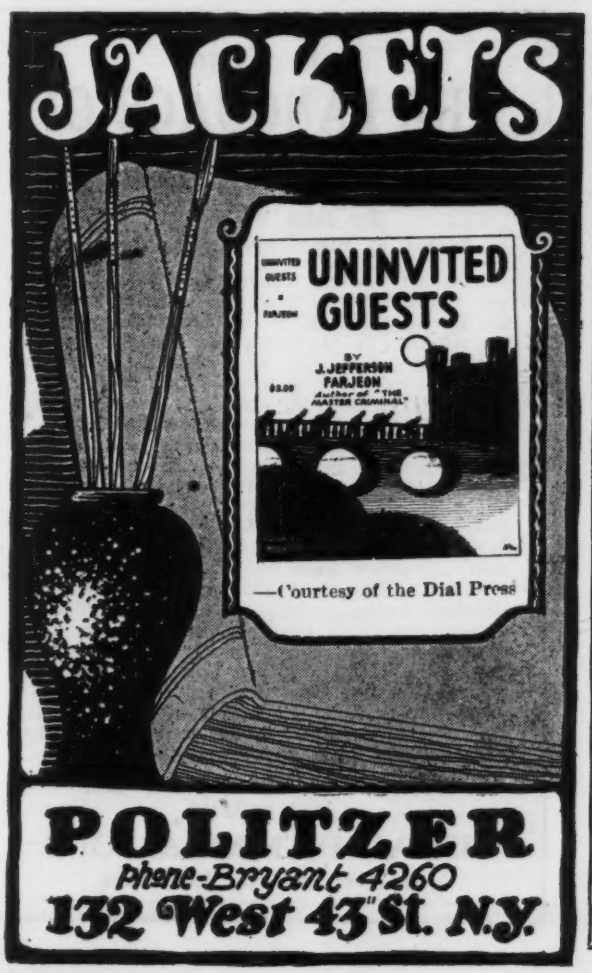

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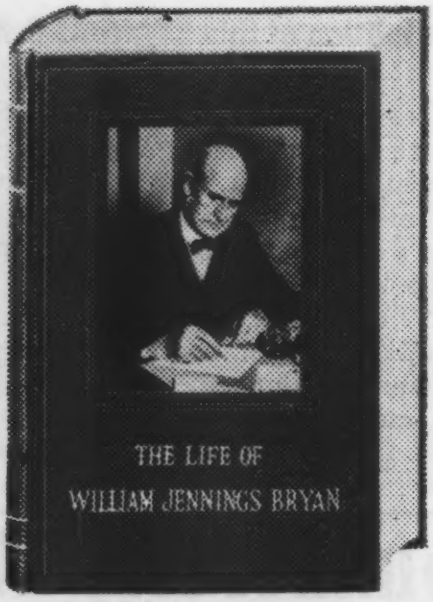

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